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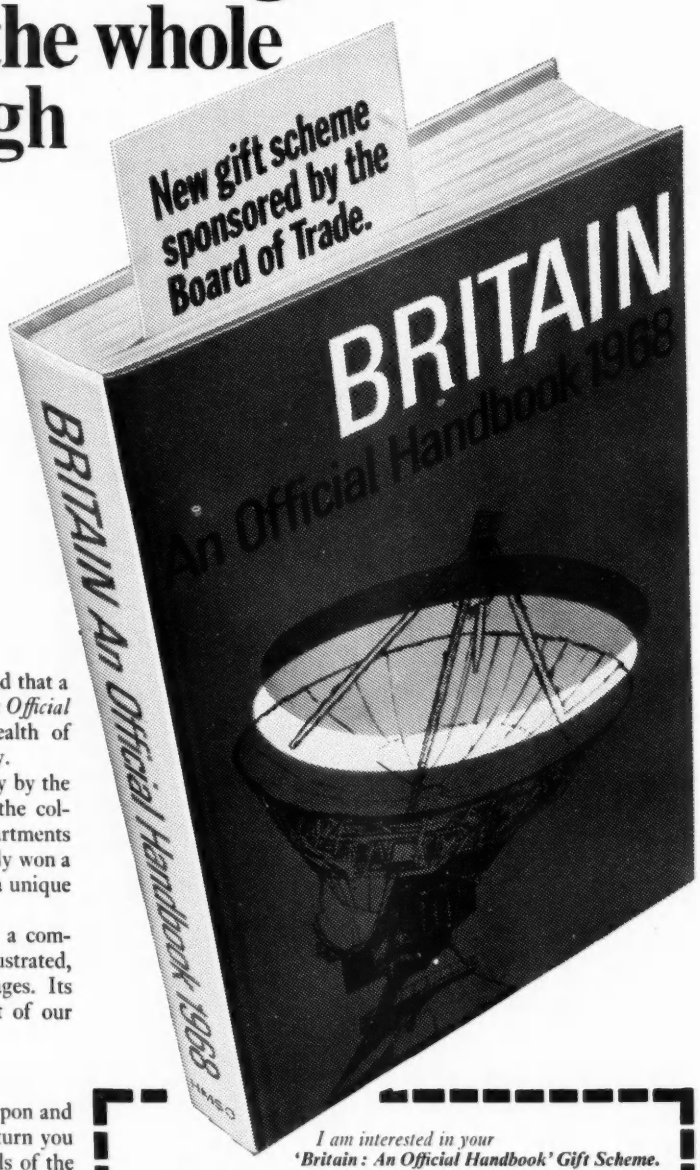

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Kenya – a market worth fighting for 1443
Mr. Crosland speaks on devaluation and British economic policy . 1450
Cabinet changes 1450
OECD communique 1450
Chancellor's statement on International Monetary Fund loan . 1451
Exports and the rail 'go-slow' 1451
President talks with ABCC leaders 1452
Devaluation and exports 1452
Films and the export drive – Mr. Darling 1452
'Devaluation provides solid new opportunities for exporters to Asia' 1452
New Zealand consultations on agricultural and food policies . 1452
Computerized export mailing service for British books . . 1452
Mr. Shore meets CBI officials 1452
New Permanent Secretary for the Board of Trade . . . 1453
ECGD guarantees £3 million loan for Argentina . . . 1453
ECGD opens Crawley office 1453
City of Westminster Chamber of Commerce Mission to the United States 1453
Hungarian experts lecture in London 1453
BBC African Service sets up industrial unit 1453
Export Group for the Constructional Industries . . . 1453
Applications for temporary exemption from import duty . 1454
The Import Duties (Process) (No. 1) Order 1967 . . . 1454
New customs procedure for goods imported for assay . . 1454
Location of aluminium smelters 1454
New pipework plant for West Lothian 1454
Application for an anti-dumping duty on silicon slices . . 1454
Anglo-Italian films co-production agreement 1454

Aviation and Shipping
First Concord prototype envisaged by Mr. John Stonehouse. Anglo-Soviet air services agreement. SIB back the upper Clyde shipbuilders' merger agreement 1455
Parliamentary Answers 1456
Prevention of Fraud (Investments) Act, 1958 1459
Government surplus sales by auction 1461

STATISTICS
The economy: selected indicators 1463
Industry's capital expenditure in the third quarter of 1967 . 1464
Business Monitor: Production Series 1467
Industry's stocks in third quarter of 1967 1468
Industrial countries' trade and production in the second quarter of 1967 1472
Census of Production 1475
Economic Trends: November 1967 1475
United Kingdom Overseas Trade 1476
British Commercial Representatives Overseas . . . i-xii
Retail sales in October 1479
Gold and convertible currency reserves 1482
Hire-purchase and other instalment credit business in October 1483
Registration of British and foreign films 1485
Trends in private pension funds' investment 1486
Production of man-made fibres in October 1487
Retailers' stocks in October 1487
New Companies Registered 1487

EXHIBITIONS AND FAIRS
Strong British Week Toronto follow-up 1489
Design exhibition for British Week in Stockholm . . . 1489
Nieman-Marcus British Fortnight 1489
British exhibitors successful again at Autumn Interstoff . . 1490
Theo Crosby talk on world exhibitions 1490
Trade picks up at Paris ready-to-wear exhibition . . . 1491
Lancashire firm holds export exhibition 1491
Cleveland store plans British promotion 1491
Export business good at Smithfield show 1491

OVERSEAS TRADE AND EXPORTS
Devaluation abroad 1492
Additions to restrictions on imports of livestock, etc., from the UK 1492
Ban on imports of meat. Industrial Property Conventions – Malta and Bahamas 1492
Information for exporters 1493
Export Tours 1497
Export Orders 1498

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES
Algeria: Imports of textile fabrics. 1505
Australia: Tariff Board inquiry. Details of tariff changes . 1510
European Economic Community: Common organization of the market for eggs and egg products, poultry and poultry meat, ovalbumin and lactoalbumin, sugar, oilseeds, cereals and rice. Tariffs in the European Economic Community . 1503
France: Duty quota for dried grapes. Modifications to French customs tariff. Import regulations for meat, etc., for human consumption. Import regulations for certain foodstuffs 1501
Greece: Amendment to import regulations concerning advance deposits 1500
Irish Republic: Foot and mouth disease precautions. Restriction on the Movement of Persons Order. Import duties on certain motor vehicles 1500
Israel: Import regulations 1505
Jamaica: Exemptions from import duties 1514
Lebanon: Customs tariffs 1505
Libya: Commercial Agencies Law 1505
Nigeria: Import Licensing regulations. Customs tariff changes. Prohibited imports 1507
Rhodesia: Tariff notices. Customs tariff changes . . . 1506
Spain: Customs tariff. Opening of global quotas . . . 1499
Uruguay: Partial lifting of ban on certain imports . . . 1514
Venezuela: Import licensing restrictions 1513

INDEX TO STATISTICS 1516

Subscriptions, Advertisements, Reprints 1516

Front cover photograph

The in-going side of the Davy-United 3300 mm. wide four-high hot finishing stand of a two-stand plate mill plant at Galati, Rumania, which is claimed to be the largest of its type in Europe. Part of a giant steelworks complex, it is designed for an initial output of 600,000 tons a year in the first stage of development and is capable of being extended to attain an annual output of 1 million tons of finished plate. The design, supply and erection of the plant is the responsibility of an Anglo-French consortium consisting of Davy and United Engineering Co. Ltd., Secim and Jeumont-Schneider. The new mill plant is one of 11 large-scale four-high plate mill plants built by Davy-United in recent years in Britain and abroad. It is also an example of the long record of consortium activity by Davy-United which, in addition to Rumania, has taken the company into countries such as Yugoslavia, Belgium and India.

Facts and Figures on Kenya

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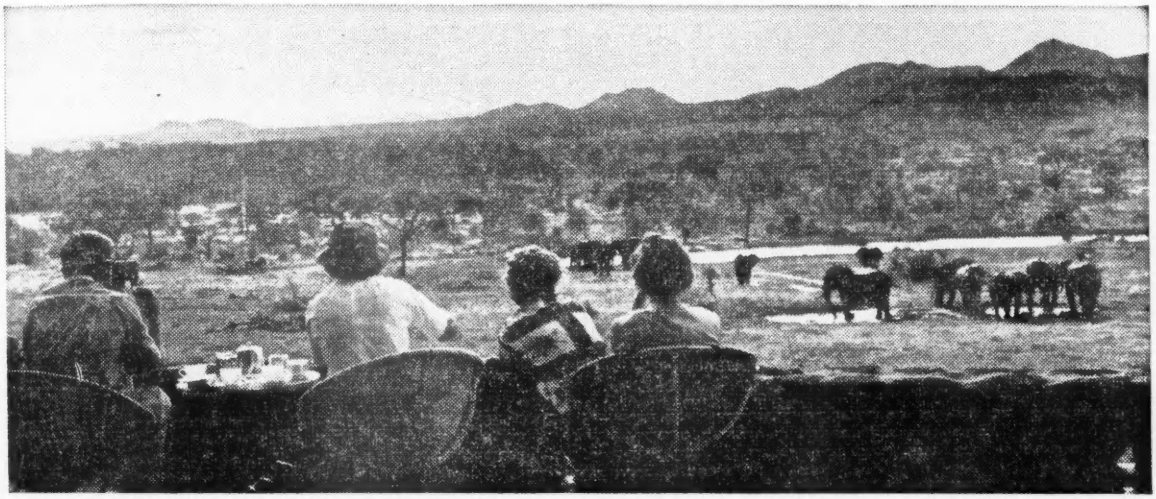
TRADING OPPORTUNITIES IN AFRICA—1

Kenya—a market worth fighting for

By J. L. Beavan, First Secretary (Commercial), Nairobi

This is the first of a series of articles dealing with trading prospects in some African markets. Kenya is one of the countries which have not devalued.



Visitors watching elephant at the drinking pool in front of Kilaguni Lodge, Tsavo National Park. Tourism is an important industry in Kenya.

'THIS IS A period of boom in Kenya: there is a good demand for British products in a market which is still expanding and where future business prospects are reckoned to be excellent.' So reported a 20-man trade mission from the Birmingham Chamber of Commerce and Industry which visited East and Central Africa at the beginning of this year. The Birmingham mission has been followed by three more outward trade missions to Kenya in the short space of seven months, and in addition this year a highly successful exhibition of British hotel and catering equipment has been held in Nairobi. There has been a sharp increase also in the number of individual British businessmen visiting Kenya, if one can judge from the fact that more of them called at the British High Commission in Nairobi during the first eight months of 1967 than in the whole of any previous year.

It is encouraging to report therefore that more British exporters are coming out to see this market for themselves. Their interest is understandable, since Kenya's record during four years of independence has been an impressive one of planned economic development on sound and practical lines carried out within a framework of good and responsible government and of political stability. During this time the Gross Domestic Product has increased by an average of 6.6 per cent, higher than the rate projected in the current (1966-70) Five-Year Development Plan. The manufacturing sector has been moving ahead at an average rate of 11.8 per cent per annum, compared with the Plan's target rate of 8 per cent. In agriculture, after a disappointing year caused by drought, the value of marketed produce rose in 1966 to the record level of £56.3 million. Indeed 1966 was a boom year for Kenya right across the board. Receipts from tourism, which is rapidly overtaking coffee as the country's principal earner of foreign exchange, were nearly a third up on the previous year; activity in the building and construction industry increased by over 20 per cent; and capital formation advanced by 41.5 per cent. In 1966 also Kenya's foreign trade reached a record level, with imports at £123 million and exports at £91 million. As a result the adverse balance of trade, which is a constant feature of the Kenya economy, was greater than usual; but the deficit was more than made up by invisible receipts (principally from tourism and an inflow of foreign capital) resulting in a balance of payments surplus of £12 million. Kenya's new currency, introduced a year ago to replace that previously issued by the East African Currency Board, could hardly be in a stronger position: in August this year the foreign exchange backing for the currency in circulation was at the level of 142 per cent.

Gross domestic product

Kenya is principally an agricultural country, and the current five year plan allocates the largest share of Government resources to that sector of the economy, both to improve and diversify existing production and to bring new land into economic use. But the plan is also aimed at increasing the range of industrial activity, encouraging greater African participation in commerce and industry, and improving the social services. To achieve the target annual growth rate of 6.3 per cent in the Gross Domestic Product the Plan calls for new investment of £325 million, of which £205 million will be needed for the private sector.

Britain has traditionally been, and remains, Kenya's main overseas trading partner. We take about a quarter of Kenya's exports, mostly in the form of coffee, tea, sisal, pyrethrum and canned meats: and with imports from Britain valued at £37.8 million in 1966 Kenya is, after Nigeria and Ghana, our third largest market in Commonwealth Africa. Britain's share of Kenya's import trade increased from 28.3 per cent in 1965 to 33.6 per cent in 1966. Part

(*Continued on page* 1445)

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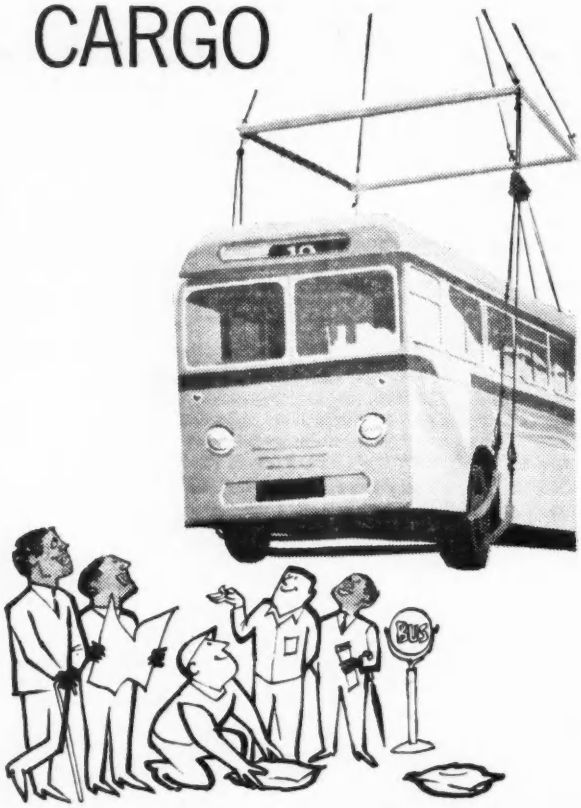

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of this increase of no less than 50 per cent in our exports to Kenya (in 1965 they were valued at £25.2 million) was accounted for by exceptionally large purchases during the year of expensive capital items by the Kenya Government and such organizations as East African Railways and Harbours and the East African Airways Corporation. But we also undoubtedly owe part of our increased trade to the imposition by the Kenya Government in September 1965 of restrictions on imports from Japan. Japanese exports to Kenya had almost doubled in the four years up to 1965, when they stood at £9.1 million, and the balance of trade between the two countries was heavily in Japan's favour. The restrictions, which took the form of import licensing, were designed to redress this imbalance, and resulted in Kenya's imports from Japan falling to £2·7 million in 1966. The restrictions are still in force but we do not know for how long they will remain.

Agriculture

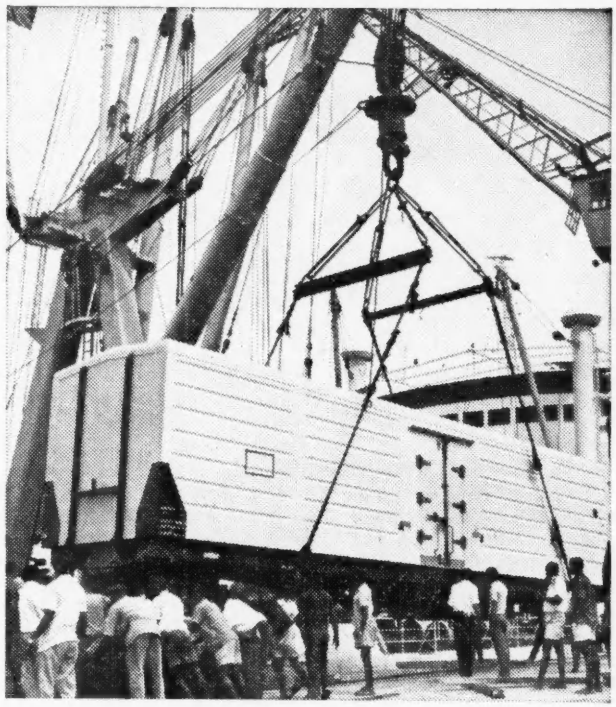
Good opportunities exist in the Kenya market for British exporters of most products that are not grown or manufactured locally, but there are three growth sectors of the economy which should provide particularly good prospects for the future. The first of these is agriculture.

There has been a transformation in the agricultural economy of Kenya in the four years since Independence, up to which time most of the country's high potential agricultural land had been in the hands of European farmers. Under a massive land transfer programme backed by British financial assistance the Kenya Government have taken over 1.2 million acres of this land which has been sub-divided and is now farmed by 33,000 African families. A further scheme is under way for the purchase of large-scale mixed farms which will eventually be sold or leased to African farmers.

The variety of crops cultivated in Kenya, from tropical fruit and field crops at the coast to temperate produce of all kinds in the highland areas results in a demand for agricultural machinery, equipment and chemicals in a range such as is rarely found in other developing countries. Moreover the size of farms from thousands of acres down to settlement holdings averaging 30 acres mean that there is a lively market for everything from the largest combine harvester to low horse power tractors and even some animal drawn equipment.

There is no doubt also that it is an expanding market: imports of tractors and agricultural machinery into Kenya were valued at just over £2 million in 1966, and a trade mission from the British Agricultural Engineers Association which visited East Africa in April this year reported that 'the expansion of crop mechanization

(*Continued on page* 1447)



A fibre glass refrigerated railway wagon, manufactured by Cravens Limited, Darnall, Sheffield, unloading at Mombasa for service with East African railways.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

The m.v. 'Uhuru', brought into service this year as a railway wagon ferry on Lake Victoria was built by Yarrow & Co. Ltd., on the Clyde and reassembled by the East African Railway and Harbours Marine services at Kisumu.

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mentioning the commodities or countries of special interest to you

For the complete picture in Kenya...

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is wide open . . . . and potential exists for the expansion of this market at an estimated rate of 10 per cent per annum.'

Along with the increase in production of agricultural produce there is developing a need for storage facilities – particularly for maize, which is Kenya's main crop and staple food and of which there is expected to be a production surplus this year of 4 million 200 lb. bags.

Tourist industry

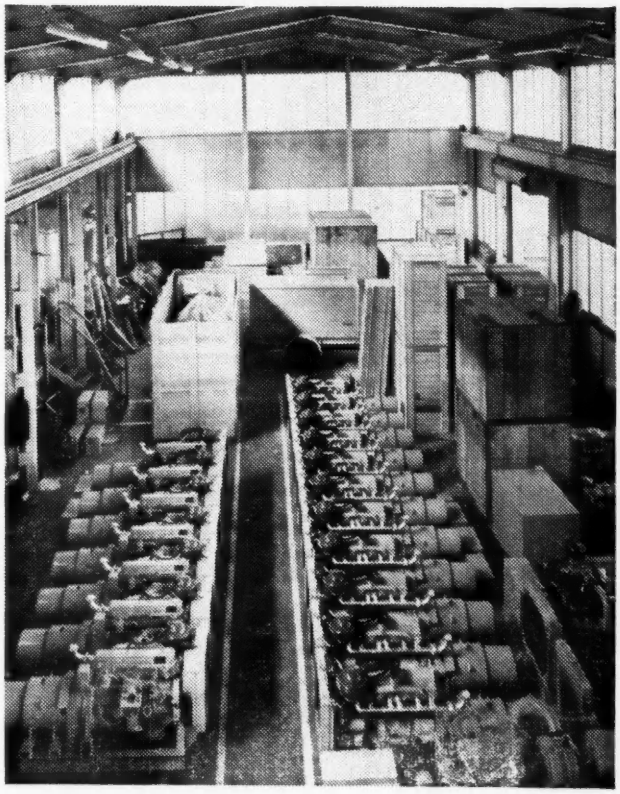
Another important growth sector of the Kenya economy, and one which presents opportunities for British manufacturers, is the tourist industry. The number of foreign visitors to Kenya has more than doubled in the past four years to over 106,000 in 1966, and the Government anticipate that by 1970 earnings of foreign exchange from tourism will have reached £20 million a year. An increasing proportion of Kenya's holiday visitors come in 'package' tours from the United Kingdom, West Germany and Switzerland. To cope with the increase in tourist traffic the Five-Year Plan aims at enabling Kenya to absorb 'not only two and one half times the (1966) tourist flow by 1970, but eight or 10 times as many by 1980'. A total investment is envisaged of £8.7 million during the Plan period. Of this, £3.2 million is projected for the public sector (mainly for the construction of tourist roads and improvements in facilities at national parks and game reserves) and £6.5 million for the private sector (almost entirely for the construction of new tourist accommodation and the improvement of existing hotels). Two major hotels with a total capacity of 410 beds and costing over £4 million are at present under construction in Nairobi, and a Government sponsored company has been established to construct luxury tourist lodges in Kenya's game parks. The Kenya Government is also spending £2.5 million on the improvement of facilities at Nairobi and Mombasa airports, which serve 80 per cent of the total passenger flow in and through East Africa. It is hardly surprising therefore that at the British Hotel and Catering Equipment Exhibition held in Nairobi this May, £250,000 worth of equipment was sold on the spot, and further business amounting to nearly £1 million is likely to result.

Manufacturing industries

The third major sector of the Kenya economy with good prospects for expansion is manufacturing, which in 1966 contributed 10 per cent (£39.6 million) to the Gross Domestic Product. Kenya is industrially the most developed country in East Africa, producing a wide variety of manufactured goods, including cement, fertilizers, textiles (both cotton and man-made fibres), plastics, cigarettes, beer and spirits, food, soap and matches. There is also an oil refinery, and sugar refineries and wheat and maize mills. The growth rate of Kenya's manufacturing industries slackened in 1966 (although at 8 per cent it was still up to the level projected in the Five-Year Plan) probably because of doubts about the future of the East African Common Market, following the break-up of the East African Currency Board and the imposition by Tanzania and Uganda of restrictions on inter-territorial trade, which mainy affected Kenya's industries. Much was done to remove these doubts by the signature in Kampala on June 6 this year by the Presidents of Kenya, Uganda, and Tanzania of the Treaty for East African Co-operation. The Treaty, which is due to come into operation on December 1, provides for the continuation of the Common Market and for the removal of all restrictions on inter-territorial trade, with two exceptions. Firstly, there will continue to be some regulation in the movement of most agricultural produce; and secondly provision is made for the introduction of a system of transfer taxes for the protection of nascent industries. But the treaty clearly sets down the conditions under which these taxes can be imposed, and it also limits their size (they can never be greater than 50 per cent of the relevant external tariff) and duration (a maximum of eight years). This replacement of uncertainty by known and controlled restrictions should, when in operation, provide a filip to investment in all three East African countries.

(*Continued on page* 1449)

A recent addition to BP-Shell Petroleum Development Co. Ltd.'s fleet of oil field vehicles was this Scammell-Crane Fruehauf articulated outfit. The trailer, drawn by a Scammell Super Constructor, has a 45 ton capacity and is being used by BP-Shell in Kenya on oil field exploration. It has folding landing legs to enable the front to be lowered to ground level so that the tractor can winch loads on to the platform from the rear end by means of steel cables drawn over rollers at the tail of the trailer.



Eighteen generating sets at the Filey factory of Dale Electric of Great Britain Ltd. just prior to packing for export to Kenya, where they will provide electricity for lighting in certain schools in remote areas. The total order, worth £50,000, comprises 48 Ford powered generating sets of 33 kVA and 45 kVA. Dale won the order against competition from Japanese, German and Italian companies. The sets are specially packed for storage up to two years. Dale export 70 per cent of their production. This particular order was received via Crown Agents.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

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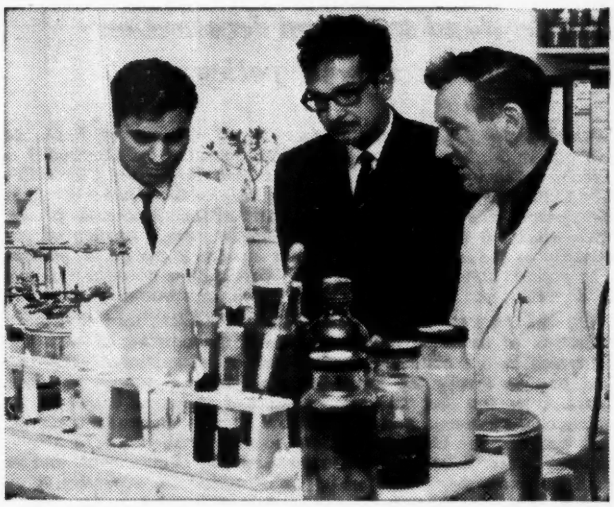
Other opportunities

These are three examples of growth sectors in the import field where British manufacturers are well equipped to compete: there is, however, no dearth of opportunities in other fields: for example, in 1966 Kenya imported transport equipment valued at £20.5 million; paper and paper manufactures at £4.5 million; iron and steel at £4.5 million; office machines at £700,000; and medicines and pharmaceuticals at £1.6 million.

Although we do not have a tariff advantage in this market (the three East African countries operate a common single-column external customs tariff) British exporters to Kenya do have more than a head start over their competitors. Personal and family ties with Britain are strong, and our commercial connections with Kenya have been established for many years. The majority of businessmen here tell us that – all other things being equal – they would *prefer* to buy from Britain because they know and appreciate our way of doing business. In the technical field we have the advantage that many influential purchasers and users are very familiar with – indeed were probably trained on – British machines. Shipping and air services to Britain are good. We are in a privileged position as Kenya's main overseas customer and principal aid donor (with financial assistance totalling £18 million provided for the period 1966/70). But our competitors are fighting hard – and successfully – to break into what too many British exporters unfortunately still seem to think of as a 'traditional' – and therefore in some way inviolate – market. Between 1964 and 1966, Kenya's imports from Italy and Belgium doubled; imports from France increased by 80 per cent and from the Netherlands by over 50 per cent. Our own performance in 1966 was also good, and reversed the downward trend of previous years; but it must be remembered that many of the purchases of capital equipment which boosted our trade with Kenya last year were made against tied British aid. It is only by maintaining a high performance in price, quality and delivery, and especially by paying particular attention to the need for regular personal visits to the market, that British exporters will be able to improve, or even maintain, their position in the face of this mounting competition.



W. David & Sons Ltd., whose polyester products, including Isopon glass-fibre repair kits, are already exported all over Europe and the tropics, are now mounting a concerted sales campaign in East Africa. Their agent in Kenya, Mr. M. Pal (centre), managing director of Palsun, Nairobi, was a recent visitor to the David factory at Wellingborough, Northants, to inspect new products under development and to finalise expansion plans elsewhere in Africa. Increasing usage of cars and commercial vehicles in this part of the world should mean business to the value of £30,000 over the next 12 months for David's motor-body fillers and pastes.

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Mr. Crosland speaks on devaluation and British economic policy

SPEAKING TO THE ministerial meeting of OECD, in Paris, on November 30, Mr. Anthony Crosland, President of the Board of Trade, began by expressing his regret that the former Chancellor, Mr. Callaghan, was not at the meeting to lead the United Kingdom Delegation. The change, which was part of the democratic process with which all the Ministers were familiar, was a change of personality in the office; but this didn't involve a change of policies. The policies announced arising from devaluation would not change in direction, nor in the vigour with which they would be pursued.

On the reasons for devaluation, the President said that some reflection of the need might be seen in the number of occasions on which British Ministers and officials at international gatherings had had to justify the health of the British economy in recent years. Over the past 10 years, seven had shown a deficit in the balance of payments and only three a surplus. Basically the problem was that the United Kingdom economy had not been able to achieve jointly a balance of surplus and full employment, and on each occasion the deficit arising in a period of expansion grew larger. In addition extra burdens had been faced over these years – the cost of the confrontation in Malaysia, support costs in Germany, etc. It was not that British goods were not competitive in export markets: they were not competitive enough to earn the extra amount needed to achieve a large enough surplus for all our needs.

On taking office in 1964, the Government had faced a balance of payments deficit of around £800 million. The Government believed it right at that time to hold on to the exchange rate, in an attempt to avoid the disturbances and other consequences of a change. They took very firm steps to this end, first the import surcharge, and then, in 1966, the strong deflationary policies. Over last winter the measures appeared to be working: the economy got into surplus, but the surplus being earned was not adequate, and it was being gained against a background of severe recession. Relaxation was bound to lead to a further deficit, and on top of this special problems had arisen working against success – the closing of the Suez Canal, the dock strikes, increasing speculation, etc. The Government had finally come to the view that a change in the rate was unavoidable.

But at the same time, they had made it clear that this was not regarded as an easy way out, and announced strong supporting measures to make the devaluation effective. Additional resources were needed to compensate for the automatic worsening of the terms of trade through devaluation, to win the extra surplus needed – some £500 million – and to allow for an increase in private investment which would make the expansion of exports successful. This implied a major turn-round in the use of home resources, involving a cut-back in personal consumption. As the meeting knew, these measures included a cut in the budget deficit, in which the abolition of the SET premium outside the Development Areas and the dropping of the export rebate would play their part, a cut in defence expenditure, a raising next year of corporation tax, and strong credit restriction including consumer credit.

These measures were sufficient for the present because the effects of devaluation, which had to be countered, would work slowly at first. Indeed the first effects would be perverse because import costs would rise quickly while exports would rise more slowly. But there would be no point in taking stronger measures now: it would just bring about higher unemployment without improving the balance of payments. The measures were, therefore, 'sufficient for the moment' – but he stressed the words 'for the moment'.

The Government had determined to take any additional measures to restrain home demand when this became necessary, so that devaluation would have the desired results. They were also determined to prevent the benefits being frittered away through a rise in costs. To impose a total wage freeze would not be sensible at a time when prices would be bound to rise substantially because of higher import costs and would involve throwing the whole burden of adjustment on the wage-earner, but it was crucial to have a positive policy of wage restraint. It was important to note that the TUC had passed a resolution saying that they would not regard increased prices arising from higher import costs as themselves a reason for claiming higher wages.

The two policies which were, therefore, all important were a cut-back in personal demand at home and avoidance of wage inflation. The Government were determined to put great weight on this so that the devaluation should have the right effects.

Mr. Crosland then turned to some general points. He said that it was important to note that the devaluation had been carried out in conformity with the spirit of the OECD and the other international bodies. There had been maximum consultation – perhaps the first time in which a change of this kind had been carried out, as foreseen by the founding fathers at Bretton Woods. The decision had been in accord with what had been said in the report of Working Party 3, published in August 1966, on 'the balance of payments adjustment process'. This report had said that countries could not be called on deliberately to sustain long periods of stagnant demand: 'There may be at times cases where the (corrective) policies appear unlikely to restore balance sufficiently quickly, and adjustment of the exchange rate seems appropriate'. Everything done had been in conformity with this.

A corollary of our efforts to win a surplus in the balance of payments was that surplus countries must accept corresponding obligations. This was a point that was well understood by all the countries who had urged us, justly, to eliminate our deficit.

Turning to some broader points, Mr. Crosland said that there had been two outstanding developments in the postwar period – the growth of international monetary co-operation and the sustained expansion of world output and trade. We had to cling to these two benefits. They were important for maintaining a rise in our standard of living: and high output and trade in the developed countries was essential for the welfare of the developing countries.

The continued expansion of world trade was a necessary condition for smooth changes that might prove necessary in the world trade and payments system. We couldn't cure disequilibria except against a background of world trade expansion.

There had been signs of a slowing down of world trade over the past year. Efforts must be made to counteract this. The United Kingdom through the policies implicit in its decision to devalue, would be making a contribution to the sustained growth of world trade, since the United Kingdom economy was now on a course which would lead to steady expansion without the danger of interruption by renewed balance of payments difficulties, once the deficit had been eliminated.

Cabinet changes

THE CABINET OFFICE announced on November 29 that Mr. James Callaghan has been appointed Secretary of State for the Home Department and that Mr. Roy H. Jenkins has been appointed Chancellor of the Exchequer.

OECD Communique

THE FOLLOWING are extracts from the Communique issued after the ministerial meeting of the Organization for Economic Co-operation and Development in Paris, November 30-December 1.

'Ministers welcomed the statement by the delegate for the United Kingdom on the strong measures announced by the United Kingdom following devaluation, to strengthen the balance of payments and lay sound foundations for economic growth.

'The slowdown of economic growth in large parts of the OECD area that began in 1966, now seems to have come to an end and for the next year the average growth rate of GNP may again reach about 4½ per cent.

'The expansionary forces vary in strength, however. They are strong in the United States, where in fact fiscal restraint is required, and in Japan and Italy. They are weaker in most of Europe where manpower and other economic resources may remain less fully employed than in recent years. Flexible economic policies are therefore called for, with a readiness to apply more expansionary measures in some countries as and when required. In many countries a more active manpower policy and structural adjustment will be helpful.

'Ministers exchanged views on balance-of-payments problems. They noted *inter alia* the persistence of the external overall deficit of the United States and of the surplus of the EEC countries combined. Appropriate economic policies are required, including measures to influence capital movements as well as the current

account in a constructive way. Ministers stressed the need for both surplus and deficit countries to continue their efforts to reduce this persisting disequilibrium.

'Opinions diverged on the share of responsibility of different countries in the search for equilibrium. Ministers were nevertheless at one in recognizing that common efforts would be needed as a contribution to equilibrium in the international balance of payments.

'They instructed the Organization to carry on with its efforts to promote the adjustment of imbalances in the external payments among Members and, in that context, to give consideration to problems of interest rates.

'Ministers noted with satisfaction the positive outcome of the Kennedy Round negotiations, particularly in the industrial sector. They stressed the importance of full implementation of the decisions there taken. Any failure in this regard would endanger future liberalization of trade, which is one of the conditions for economic growth of both developed and developing countries.

'Ministers welcomed the progress made by the Special Group set up to examine trade relations with developing countries, in accordance with the directives given at their meeting in November 1965 aimed at the formulation of constructive and concerted policies for encouraging increased export earnings by those countries. The Group set out a number of general considerations relating to temporary special tariff treatment by developed countries in favour of all developing countries.

'Ministers agreed that the broad lines of the Group's work should serve as a common basis for Delegations of Member Governments at the Second United Nations Conference on Trade and Development and in future discussions of this matter.

'Ministers underlined that the envisaged arrangements should not imply the granting of reciprocal advantages by developing countries to the exports of developed countries.

'Some important questions regarding the arrangements for special tariff treatment remain open. Ministers instructed the Organization to continue to consider these problems in the light of the views expressed by developing countries.

'Several Ministers stated that a key element in such arrangements would be the phasing out, as rapidly as possible, of existing preferences extended by some developing countries to some developed countries.

'Other Ministers could not share this view, and stressed that a fundamental aim of the arrangements contemplated was the granting of new advantages to the exports of developing countries.

'Ministers also heard a statement by Dr. Prebisch the Secretary-General of UNCTAD. They agreed that Member countries should make every effort to ensure the success of the Second Session of UNCTAD and should continue their consultations in OECD to this end.'

Chancellor's statement on International Monetary Fund loan

IN ANSWER to a Parliamentary Question on the conclusion of the standby loan to Britain by the IMF, asked on November 30, Mr. Roy Jenkins, Chancellor of the Exchequer, made the following statement:

'The House will note that a standby credit of $1.4 billion has now been made available to us by the IMF. We have no intention of drawing on this credit in the near future. Its availability, however, is of great importance not only in reinforcing confidence in the new parity of sterling, but also for the stability of the international monetary system as a whole.

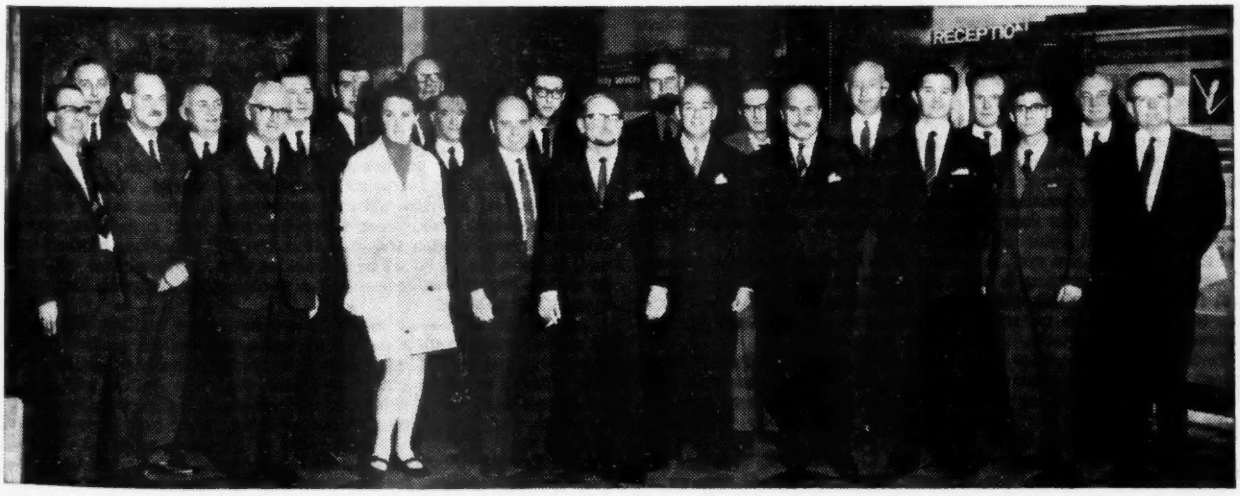
'In spite of misleading reports to the contrary, the Fund has not attached conditions to this credit. I am circulating in the Official Report (*Hansard* cols. 643 to 652) the text of the Letter of Intent sent by my predecessor to the managing director of the International Monetary Fund on November 23. This letter sets out the policies already announced to the House that the Government is following. These are designed to make certain that full advantage can be taken of the improvement in our competitive position resulting from devaluation and to ensure that sufficient capacity at home is available to meet the expected increase in export demand as it builds up over time.'

Exports and the rail 'go-slow'

IN THE 'World This Week-end' on BBC radio on December 3, Mr. Anthony Crosland, President of the Board of Trade, was asked about the effect of the ASLEF action on export trade. He said that only about 10 per cent of exports were affected, because the great bulk of cargoes for shipment overseas reached the docks by road. He added that he thought informed opinion abroad knew this, and said that he did not expect the rail 'go-slow' to damage our despatch of exports. The small percentage of goods normally sent to the docks by rail could be diverted to the roads quite easily. Speaking in the evening on television, Mr. Ray Gunter, Minister of Labour, said that the Government were taking action to keep all essential supplies and services going.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for individual firms is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. (*Addresses in the pink Supplement on page xii of this issue*).



Representatives of member firms of the Engineering Industries Association visited the Central Office of Information on November 28, when they were introduced to the work of the department by the assistant overseas controller, Mr. H. J. Watters. The visitors then took part in discussions of the COI's export publicity services with members of the Overseas Press Services, Photographs, Radio, Films and Television, Exhibitions, Reference, Publications and Tours and Production Services Divisions. The photograph shows the visitors at the COI's headquarters in Hercules Road, London, S.E.1.

President talks with ABCC leaders

MR. ANTHONY CROSLAND, President of the Board of Trade, has had a first meeting, on November 28, with Sir Robert Maclean, Lord Ebbisham and Mr. Charles Hey of the Association of British Chambers of Commerce at which ways and means of British exporters taking advantage of devaluation were discussed.

Mr. Crosland, who wants to see a strong and effective Chamber of Commerce organization, mentioned the value of well-prepared, well-organized, hard-selling export missions, and especially those which dealt with a market in depth. He said that it was not practicable to retain the export rebate, but that the package deal would allow commerce and industry to reduce their selling prices abroad by a reasonable margin.

The Association of British Chambers of Commerce would amongst other things encourage Chambers of Commerce on a regional or group basis to harness more thoroughly the marketing expertise already existing and make it available in particular to medium and small firms whose contribution to the overall export effort was already very considerable.

Further discussions covering such matters as fairs and exhibitions, export consortia, and the contribution of non-official trade organizations overseas will take place.

Devaluation and exports

A DELEGATION from the British Plastics Federation, led by Mr. J. A. Pentecost, chairman of the Federation, met officials of the Board of Trade on November 29 at the invitation of the Board, to discuss the new situation created by devaluation as it affects export opportunities, import saving and costs for the industry and to discuss measures which might be taken by industry and government to ensure that full advantage was taken of the situation.

It was agreed that there should be continuing discussions between the Board and the Federation.

Mr. Shore meets CBI officials

MR. PETER SHORE, Secretary of State for Economic Affairs, met officials of the Confederation of British Industry for informal discussions on devaluation on December 1.

Films and the export drive—Mr. Darling

FILM CAN MAKE problems come alive, present complicated concepts meaningfully, and add interest to familiar but often disregarded facts, said Mr. George Darling, Minister of State, Board of Trade, speaking at a luncheon on November 29 to celebrate World Wide Pictures' twenty-fifth anniversary. Illustrating the seriousness of the Board of Trade's interest in film as a means of communication, Mr. Darling said that the Board was delighted to find how a short television filler like 'Clockwork Oranges' could promote Government services for exporters. 'We have recently made a 24-minute colour film 'Shop Windows for Exports' which shows, in a lively and attractive way, what overseas trade fairs, British Weeks and Store promotions can do to help British exporters. To continue this good work we have two more films for exporters in production, and more ideas in our heads.'

Mr. Darling then spoke of the high reputation enjoyed overseas by British films, whether features or short films. 'The high standards which this country has set are recognized by the Council of European Industrial Federations, which has awarded the Grand Prix three times in the last four years to the British entry at the International Industrial Film Festival.

'I need hardly point out', continued Mr. Darling, 'that, as a result of devaluation, exporting is now more rewarding for film-makers, as it is for other British exporters. I hope that the industry will be able to turn the new competitive position to good advantage, and achieve a dramatic increase in overseas business.

'Perhaps even more important, film is a support to Britain's whole export drive. Through television, the cinema and non-theatrical networks it informs overseas audiences of developments and achievements here. Properly used, it is invaluable in the actual marketing operations of individual firms overseas.'

Mr. Darling then described how the Government, through the Central Office of Information, encouraged these uses of film overseas. First, in suitable cases they were prepared to share actual production costs with an industry and then to promote distribution. Second, again through COI, they acquired films made by industry itself, provided they did Britain credit and did not contain direct advertising. This type of support was running at a high level – about 160 films a year – and moreover the COI was very happy to give advice at the initial treatment and scripting stages which could often help to ensure that films were acceptable for inclusion in the official free distribution services overseas.

'Devaluation provides solid new opportunities for exporters to Asia'

'DEVALUATION PROVIDES solid new opportunities for British manufacturers who have never previously entered the Asian market' said Mr. Michael Montague, chairman of the Asia Committee of the British National Export Council, which published a booklet 'Devaluation and the new exporter to Asia' on December 1.

The booklet contains thumbnail sketches about economic life and import potential of the 16 countries covered by the Committee.

Commented Mr. Montague, 'As only two of the countries we are concerned with have devalued it should mean that many doors previously closed to British exporters can now be opened. I am certain from my own experience that there are good rewards in the Asian market for thrusting manufacturers. Devaluation should result in increased sales at lower prices or higher profits where lack of any balancing volume increase does not justify reducing prices.'

UK/New Zealand consultations on agricultural and food policies

THE ANNUAL DISCUSSIONS on agricultural and food policies and related matters, in accordance with Article 10 of the United Kingdom/New Zealand Trade Agreement, 1959, were held in London on November 29 and 30.

The New Zealand delegation was led by Mr. D. N. R. Webb, director-general of agriculture, and included representatives of New Zealand producer and marketing organizations for meat, dairy produce and fruit.

The United Kingdom delegation, led by Mr. Basil Engholm, consisted of senior officials of the Ministry of Agriculture, Fisheries and Food, the Commonwealth Office and the Board of Trade.

The meeting reviewed New Zealand and United Kingdom agricultural production trends and policies, and there was a full exchange of views. In the formulation of their future agricultural production, marketing and import policies, it was stated that the two governments will give full weight to the views expressed at the discussions.

Computerized export mailing service for British books

'THE WORLD'S largest computerized export mailing service' was launched at the Book Centre, Neasden, London, on November 29 by Mr. Philip Harris, director-general of the Book Development Council. He was supported by Mr. Robert Maxwell, MP, chairman of the Mailing Services Committee of the BDC, and Mr. Adrian Phillips, manager of the Council's Mailing Services.

Mr. Phillips explained that the new computer system, which has been installed at the Centre enables publishers to request selections either on a very broad basis or a very complex and restricted one. For example, if a publisher of general books brings out a new novel, he could send it to all booksellers in Africa, Alternatively, if a publisher of learned research monographs brings out a work on the microscopic parasites of sheep he could send it to lecturers conducting research into sheep husbandry in Mauritius, Mozambique and Mauritania, if he wished. This facility for very exact selections as well as broad ones means that a publisher can pinpoint his precise market for a book.

Mr. Robert Maxwell said that eventually the mailing lists would be made available to other British industries besides publishers, i.e., those engaged in the educational technology industry, selling television films, tapes, teaching machines, etc. 'The system will enable publishers with great economy to increase their exports by use of an address system which no one publisher could ever hope to operate', he said. 'It will help the export of all kinds of books and will greatly assist publishers to secure adoptions for British books in overseas universities, teacher-training and technical colleges. This will encourage those who in the future will be in a position to award contracts to think British and to buy British.'

The Book Development Council recently held a one-day seminar on the Canadian book market as part of the process of focusing in 1967 the attention of British publishers on the problems and potential of Canada as a market for British books.

New Permanent Secretary for the Board of Trade

THE PRIME MINISTER, with the agreement of the President of the Board of Trade and the Minister of Public Building and Works, has approved the appointment of Sir Antony Part, KCB, MBE, Permanent Secretary, Ministry of Public Building and Works, to be Permanent Secretary of the Board of Trade in succession to Sir Richard Powell, GCB, KBE, CMG, who is to retire from the public service next March.

Notes:

Sir Richard Powell is joining Hill Samuel and Co. Ltd., merchant bankers. He has stated that in all his Civil Service career he has never enjoyed a post more than being Permanent Secretary to the Board of Trade.

Sir Richard, who is 58, entered the Admiralty in 1931, and was Private Secretary to the First Lord from 1934 to 1937. He was Under-Secretary in the Ministry of Defence from 1946 to 1948, and a Deputy-Secretary in the Admiralty from 1948 and the Ministry of Defence from 1950. He became Permanent Secretary of the Ministry of Defence in 1956, and has been Permanent Secretary of the Board of Trade since 1960.

Sir Antony Part, who is 51, was educated at Harrow and at Trinity College, Cambridge. He entered the Board of Education in 1937, and went to the Ministry of Supply in 1939. From 1940 to 1944 he was in the Army (mentioned in despatches), ending as Lt.-Col. GS (1), 21st Army Group. He returned to the Ministry of Education in 1945, and from 1946 to 1953 was administrative head of the branch dealing with the post-war school building programme. He was promoted Under-Secretary in 1954 and two years later became head of Further Education Branch which was responsible for the expansion of technological and commercial education. He became a Deputy Secretary in the Ministry of Education 1960, and was transferred to the Ministry of Public Building and Works in 1963. He has been Permanent Secretary, Ministry of Public Building and Works, since 1965.

ECGD guarantees £3 million loan for Argentina

THE EXPORT Credits Guarantee Department on December 1, 1967 signed a Financial Guarantee covering the sale by Davy and United Engineering Co. Ltd. of a tandem mill and a temper mill to Propulsora Siderurgica S.A. of Argentina, worth over £3.6 million.

The loan, worth approximately £3.1 million, to finance this contract has been arranged by Baring Brothers & Co. Ltd. acting on behalf of themselves and the National Provincial Bank Ltd. and is repayable over 10 years.

ECGD opens Crawley office

THE EXPORT Credits Guarantee Department opened a new office in Crawley on November 29, to provide better service to exporters in the counties of Surrey (outside the Greater London Area) and Sussex. These counties were previously serviced by ECGD's South London office. The new office is at Barden House, 36 Spencers Road, West Green (Tel. Crawley 23444).

Hungarian experts lecture in London

HUNGARIAN Scientific and Technical Days in London will be held from December 11 to 15 at Sudbury House, London. This series of lectures is claimed to be the first of its kind in Britain: under the sponsorship of the London Chamber of Commerce, the British Mechanical Engineering Federation and the Institution of Production Engineers, and organized by the Hungarian Chamber of Commerce and the Federation of Technical and Scientific Societies of Hungary, 20 prominent representatives of Hungarian technology and science will survey recent results achieved in their special fields of activity. British technologists, manufacturers and other potential users will thus be given first-hand information regarding the wide range and application of current Hungarian techniques and inventions.

The full programme and tickets (free of charge) are available from the Publicity Department, London Chamber of Commerce, 69 Cannon Street, London, E.C.4.

Welcomed by Mr. James Livingston, vice-chairman and managing director of Rockware Glass Limited, Mrs. Gwyneth Dunwoody, Parliamentary Secretary to the Board of Trade, visited the headquarters of the Rockware Glass group at Greenford on November 30. The group has an annual turnover of more than £15 million. The picture shows (left to right): Mr. Peter May, factory manager; Mrs. G. P. Dunwoody and Mr. James Livingston in the sorting room during the tour of Rockware's Greenford factory.

City of Westminster Chamber of Commerce Mission to the United States

A TRADE MISSION organized by the City of Westminster Chamber of Commerce recently returned to the United Kingdom from a successful three-week tour of the United States. The group, which was led by Mr. Peter Drew, chairman of Grampion Dress Ltd., and a past chairman of the chamber, consisted of 25 members representing 21 firms. The members covered a very wide range of industries, both consumer and capital, and services.

It is reported that substantial orders were taken and that prospects for the future are very encouraging. The chamber say they are already considering plans for a follow-up mission, drawn from members of this mission, to visit the United States in the autumn of 1968.

BBC African Service sets up industrial unit

THE BBC African Service has set up an industrial unit, responsible for collecting and disseminating news of the latest developments in the British industrial scene from companies actively engaged in the African market. In particular, a new weekly programme, Trademark Britain, will be broadcast from the beginning of January 1968 specifically to African countries south of the Sahara.

The brief of this new programme is to present the continuing story of British business. Points such as the market research into African consumer needs will be emphasized and, where relevant, the training of African technicians, salesmen, and business executives by British firms. Each Trademark Britain programme will take the form of a feature devoted to one particular British company or association, with recordings made on the spot in factories and offices, presenting history and personalities in such a way to be of real interest to listeners in Africa. Names of products and companies will be mentioned in the series.

Information about new products, new contracts, and other development should be sent to Laurence Spicer, BBC African Service, Bush House, Strand, London, W.C.2 (Tel. 01-240 3456).

Export Group for the Constructional Industries

MR. PETER W. E. HOLLOWAY, OBE, MA, MICE, Mr. J. Westacott, MBE, MICE, and Mr. H. J. Patterson, MIEx, have been re-elected chairman, vice-chairman and hon. treasurer respectively of the Export Group for the Constructional Industries. Mr. Holloway is chairman of Holloway Bros. (London) Ltd., Mr. Westacott is a director of John Mowlem & Co. Ltd., and Mr. Patterson is a director of Redpath Dorman Long Ltd.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by December 22, 1967.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.11	2, 6-Dimethylhept-5-enal	As in previous column	December 31, 1968	13101
29.15	Dimethyl adipate	As in previous column	December 31, 1968	13114
29.25	Cyclohexylurea	As in previous column	December 31, 1968	13113
29.31	Ethoate-Methyl	Ethylcarbamoylmethyl *OO* - dimethyl phosphorodithioate	December 31, 1968	13115

The Import Duties (Process) (No. 1) Order 1967

THE TREASURY has made the Import Duties (Process) (No. 1) Order, 1967.

This Order made under section 8(5) of the Import Duties Act, 1958 revokes the Import Duties (Process) (No. 2) Order, 1965 and provides that woven fabric containing more than 90 per cent by weight of man-made fibres sent abroad in order to be processed by dipping in a solution of latex and resorcinol formaldehyde resin will be chargeable on its return with customs duty in respect of the increased value attributable to the process only.

The Order came into operation on December 7, 1967 and has been published as Statutory Instruments, 1967, No. 1751.

Copies of the Order are obtainable direct from HMSO. Inquiries should be directed to the Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2528).

New customs procedure for goods imported for assay

THE COMMISSIONERS of Customs and Excise announce a new procedure for the control of gold and silver articles imported temporarily for assay and immediate re-exportation. This procedure will be brought into operation on January 1, 1968. Importers and agents may obtain copies of the relevant Customs Notice from GC Section 6, HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

Under the new procedure entry of the goods for warehousing is discontinued and fewer forms have to be completed. A further advantage is that the goods will now be examined at the assay office of choice and not at the place of importation. This will reduce the time spent in unpacking and repacking the goods.

Location of aluminium smelters

A DELEGATION from Ross and Cromarty met Mr. George Darling, Minister of State, Board of Trade, and Dr. Dickson Mabon, Minister of State at the Scottish Office, on November 30 to discuss the possibilities of locating an aluminium smelting plant at Invergordon.

The delegation, which was introduced by Mr. A. R. Mackenzie, MP, and led by the County Convenor, Rev. Murdo Nicolson, strongly urged a number of economic and social arguments in favour of location at Invergordon.

Mr. Nicolson emphasized the frustration that had existed in the Highlands for a long period and the new spirit of hope which had been created through the formation of the Highland and Island Development Board.

Provost McHardy of Invergordon enumerated the economic and physical advantages which existed at Invergordon, such as a deep water harbour, cheap water resources, adjacent flat land, and transport facilities. He also referred to the emigration of young people because of the lack of job prospects and technological training.

Other members of the deputation stressed the existing social problems, and the willingness of the local authorities to assist in every way with the provision of the necessary infrastructure. There was universal public support for this development.

Mr. Darling said that the Board of Trade was expecting to receive firm replies very shortly from all the four aluminium companies which had been invited to put forward proposals. The Board had made it a condition that the smelters should be located in development areas, but it was for the companies to suggest sites based on their own judgment. The Government would then have to select proposals for two smelters based on a careful evaluation, including commercial and economic factors and the social and cost benefit issues involved. It was not possible at this stage to say where the smelters would be located, and he mentioned that many other areas would also be competing, and it was inevitable that some would be disappointed.

New pipework plant for West Lothian

WEST LOTHIAN County Council announce that Munro and Miller Ltd. have acquired a 20 acre site at West Lothian County Council's East Mains Industrial Estate, Broxburn, approximately five miles from their existing Edinburgh factory. The company plan to build a new factory extending to about 75,000 square feet, commencing early in 1968, which is expected to be in production by the end of next year.

In the first phase of development at Broxburn, the labour force will build up to approximately 150, and will be primarily males in skilled and semi-skilled categories. Some key personnel will be transferred from the Edinburgh factory. A steady increase in employment to between 300 and 400 is envisaged as development proceeds.

Application for an anti-dumping duty on silicon slices

THE BOARD OF TRADE gave notice on September 1, 1967 that they were considering an application for the imposition, under the Customs Duties (Dumping and Subsidies) Act 1957, of an anti-dumping duty on imports of silicon slices from Belgium.

The Board of Trade now announce that, after a full investigation, they are satisfied that these imports are not taking place at dumped prices; the Board are therefore taking no further action in this case.

Anglo-Italian films co-production agreement

THE AGREEMENT signed on September 30, 1967, between the United Kingdom and Italy for the co-production of films entered into force on November 25, 1967.

Note:

A White Paper (Cmd. 3434) giving the English text was published on October 19. An Order in Council (SI 1967, No. 1679) giving effect to the Agreement was made on November 13, 1967.

Aviation and Shipping

First Concord prototype envisaged by Mr. John Stonehouse

SPEAKING AT THE opening of the British Airline Pilots' Association symposium on supersonic transport aircraft on November 28, Mr. John Stonehouse, Minister of State, Ministry of Technology, said: 'Many of those present today will remember that BALPA organized an earlier symposium on supersonic transports in London for the International Federation of Airline Pilots' Associations in 1963. That was only one year after Britain and France had decided jointly to build Concord. It was an opportunity to look at a number of problems about supersonic travel in general and Concord in particular. I would not suggest that all those problems have yet been solved, but striking progress has been made. Within a fortnight the first Concord prototype will be rolled out at Toulouse and it will be flying early next year. 002 follows soon after from Bristol. The programme is on schedule, there is every hope that Concord will be in airline service in 1971. Concord will have a lead over the American SST of at least three years, but there are now strong indications that it could be much greater than this.

'Even a four year lead would be highly significant. This could mean 150 Concords* flying in airline service before the United States' aircraft is introduced. It is therefore extremely important to have the right operational rules for Concord: those rules will set the pattern for a hew generation of transports.'

Note:

*Including spares this alone would mean £750 million to Britain in terms of exports and imports savings.

Anglo-Soviet air services agreement

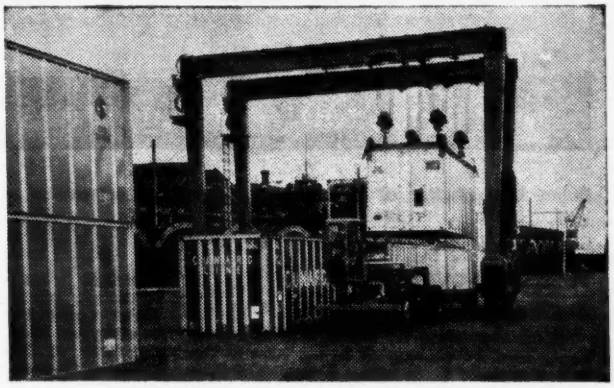
NEGOTIATIONS TOOK place in Moscow from November 28 to December 2, between representatives of British and Soviet Civil Aviation Authorities. The talks, which took place in a spirit of friendliness and mutual understanding included discussion of the development of increased collaboration in civil aviation matters between the USSR and the United Kingdom.

Agreement was reached on the opening of scheduled services between London and Leningrad by AEROFLOT and BEA in the spring of 1968, and several technical and procedural matters covering flights from London to Moscow and Leningrad were discussed. In addition, there was a general exchange of views on other matters of mutual interest.

SIB back the Upper Clyde shipbuilders merger agreement

THE SHIPBUILDING Industry Board announced on November 30 that they welcome the announcement of the boards of Brown, Connell, Fairfields, Stephen and Yarrow that they have reached agreement on the terms for a merger of their shipbuilding interests. The board have informed the five companies that they agree the broad outlines of the proposed merger and that they are prepared in principle to give financial assistance under the Shipbuilding Industry Act, 1967, by way of loans and grants to the new group when it is established.

The details of the financial assistance will be discussed urgently with Upper Clyde Shipbuilders Ltd. and with the Minister of Technology.



A Drott 'Travelift' operating at the container storage yard of James Spencer & Co. (Stevedores) Ltd., Yorkhill Quay, Queen's Dock, Glasgow. This machine is the first 'Travelift' to be installed at Glasgow Docks, and is used to handle and store 20ft. by 8ft. by 8ft. containers in their recently opened container storage yard. Drott 'Travelifts' are marketed in the United Kingdom by Conveyancer Fork Trucks, Limited.

INTRODUCTION

to

EXPORT MARKETING

A one-week's course for potential or recently appointed export managers and those intending to enter the export market. This course is designed to develop understanding of the specific problems encountered in marketing overseas, to show the techniques which can be used to solve these problems and to improve the skills involved in their use.

The course includes a two-day visit to an European market to study the export process at first hand.

1968 April 29-May 3 (visiting Zurich)
1968 September 23-27 (visiting Frankfurt)

Further information may be obtained from the Principal.

Ashridge Management College,

Berkhamsted, Herts.

Government Publications

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 49 High Holborn, WC1, or 423 Oxford Street, W1

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry

TUESDAY, NOVEMBER 28

Airline fares

Asked what steps he would take to ensure there would be no increase in the fares of the two nationalized airlines, British Overseas Airways Corporation and British European Airways, Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, said:

'I am considering urgently the changes in air fares agreed last week by the emergency conference of the International Air Transport Association. It seems to me that as a consequence of devaluation substantial increases in the sterling expression of international air fares and cargo rates can hardly be avoided'.

Tourist advertising

A Member asked what proportion of tourist advertising abroad by the British Overseas Airways Corporation and British European Airways, respectively, was devoted to Scotland and Wales, respectively.

Mr. Mallalieu replied that while this was a matter for the managements of the two Corporations he understood that their advertising campaigns abroad were directed to attracting tourists to the United Kingdom as a whole and it was difficult to disentangle just what proportion of the advertising related to any particular part.

Cost of US non-military aircraft

Questioned on what was the total cost in United States dollars of the non-military aircraft he anticipated importing from the United States of America during the calendar year 1968; and whether he would make a statement indicating the various categories of aircraft being imported and the approximate dollar total for each category, Mr. Mallalieu said: 'The Board of Trade does not expect to import any aircraft from the United States in 1968 nor does BEA. The Government have agreed to the importation in 1968 by BOAC of one freight aircraft valued at about $10 million and by the College of Air Training at Hamble of 12 Trainers at a total cost of about $1 million. I do not know what aircraft will be imported by other operators.'

Runways at Aldergrove airport

In making a statement about the changes in the runways at Aldergrove Airport in County Antrim, Mr. Mallalieu said: 'Some engineering works are to be undertaken on the subsidiary runway early next year to make it suitable for the testing of the Phantom aircraft which the Ministry of Defence plan to maintain at the RAF maintenance base. The work will necessitate closing the runway for a period of about four months. The Board are examining with the airlines the effect which closure will have on their operations and will take whatever steps are practicable to minimise the inconvenience caused to them for their passengers.'

Timber imports

Replying to a question on what proportion of the timber and processed timber consumed in the United Kingdom was currently being imported; what was its annual cost; what percentage of it came from countries with whom Great Britain had an adverse trade balance; and what steps he would take to raise incentives to home-grown timber producers in such a manner as to increase production and make the best possible use of what is produced.

Mr. George Darling, Minister of State, Board of Trade, said:

'Imports as a proportion of the quantity consumed in the United Kingdom in the first nine months of 1967 are estimated as follows: softwood (including pulpwood) four-fifths; hardwood (including pulpwood), two-thirds; plywood, over 95 per cent; wood chipboard, two-fifths. Imports of timber in 1966 amounted to £242 million cif. Information is not available for the close estimation of the balance of trade with individual countries. The question of incentives for private forestry is one which is kept under review by my right hon. Friends the Secretary of State for Scotland, the Minister for Agriculture, Fisheries and Food and the Secretary of State for Wales.'

Monopolies Commission report on flat glass

The President was asked whether he had received the report of the Monopolies Commission on the supply of flat glass; and when it would be available to Parliament.

Mr. Anthony Crosland, President of the Board of Trade, said: 'I received the Monopolies Commission's report on the supply of flat glass on November 22. It will be laid before Parliament and published as soon as possible.'

Gold investments

In reply to a question on what was the weight of the gold deposited by the Central Banks of Estonia, Latvia and Lithuania with the Bank of England and now vested in the Custodian of Enemy Property, showing each country separately; and what was its present value, Mr. Darling said: 'The details of the transactions with the individual banks are confidential but the total weight of gold placed with the Bank of England by these Banks, and later vested in the Custodian of Enemy Property, was approximately 460,220 fine ounces. The gold was sold earlier this year and the proceeds invested.'

Timber extraction industry

Questioned on whether he would classify the extraction of timber as a manufacturing process, and make available grants for tractors and other extractive machinery, Mr. Darling said: 'No. Plant and machinery used for the processing of timber qualifies for investment grants. Grants are available from the Forestry Commission for the development of forestry.'

WEDNESDAY, NOVEMBER 29

Timber-using industries in the Northern Region

Asked what were his plans for the introduction of small timber-using industries in populated rural areas of the Northern Region, Mr. Darling, Minister of State, Board of Trade, said that the services of the Board of Trade's Regional Offices, and the whole range of development area incentives, were available to timber-using industries wishing to set up business in the Northern Region.

Rutherglen industrial estate

A Member asked what action was being taken to encourage employment on the site recently occupied by the Associate Chrome Chemicals Limited in Rutherglen. Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, replied that the Board of Trade was continuing to draw the attention of suitable firms to the facilities offered on that part of the site which was being developed as an industrial estate.

Publicly-owned industries in Wales

Replying to a question on what steps he was taking to introduce publicly-owned industries in Wales, bearing in mind the need to make use of sheet steel produced locally for manufacturing purposes, and thereby creating a more balanced and stable economic structure, Mr. Darling said: 'We have no such plans at present. We are prepared to use our powers under the Local Employment Acts and the Industrial Development Act to assist suitable projects.'

Advance factories in development areas

Mrs. Dunwoody, answering a Member's question, said that 32 advance factories in development areas were standing empty; the cost of building them was about £2½ million; they contained 590,000 sq. ft.; and 14 were located in the Scottish, 11 in the Welsh and seven in the Northern England Development Area. It was sound policy to build advance factories in anticipation of demand.

Holidays in the United Kingdom

Asked what was his estimate of the number of United Kingdom residents who took holidays in the United Kingdom, but away from home, in the tourist year 1966-67; and how this compared with the corresponding figures for 1964-65 and 1965-66, Mr. Mallalieu replied that sample surveys carried out by the British Travel Association had suggested that in recent years about 50 per cent of British residents aged 16 and over had taken holidays of four days or more away from home within the United Kingdom. The survey results were subject to sampling error and could not measure small year to year changes.

Team Valley Trading Estate

Replying to a Member's question, Mrs. Dunwoody said that excluding land reserved for the extension of existing factories, 179 acres of land were available on the Team Valley Trading Estate for factory building, including 5 acres under negotiation with prospective tenants; the Board of Trade would continue to draw the attention of industrialists to the available land.

Scottish paper and board industry

Asked if he would investigate the present difficulties of the Scottish paper and board making trade, Mr. Darling said: 'I am aware of the difficulties which Scottish mills have been experiencing in common with the rest of the United Kingdom paper and board industry. Their solution must lie mainly in the industry's adaptation to changed trading conditions, and I welcome the action being taken by many Scottish mills to modernize their plant and improve their productivity.'

Tariff preferences for Pakistan and India

Asked what estimate had been made of the loss of trade to Pakistan and India in each of the next five years, on the basis that the current tariff preferences enjoyed by Pakistan

and India were phased out over a period of seven years, in accordance with the provisional agreement reached with the European Economic Community in 1962, Mrs. Dunwoody replied that no estimate had been made since too many unknown factors, in addition to the ending of the preferences, would be involved and the result could have little meaning. However, on the basis of 1962 trade figures, 27 per cent of all United Kingdom imports from Pakistan enjoyed preference, compared with a little over half from India. On the basis of 1964 trade figures, about two-thirds of our imports from Pakistan, and about half of our imports from India, would be duty free under the Common External Tariff.

Bentley Colliery

A Member who asked the President, in view of the proposed closure of Bentley Colliery, what plans he was making to ensure that alternative employment was available for the workpeople displaced, was told by Mr. Darling that in considering applications for industrial development certificates the Board of Trade would take into account any loss of existing employment opportunities should Bentley Colliery close.

Devaluation and tourism

Replying to a query as to whether, in view of devaluation, he would give a direction to the British Travel and Holidays Association to intensify the promotion of British tourism, particularly in America, in view of the prevailing unrest in the Middle East, Mr. Mallalieu said: 'There will be no need to direct them: the Association have spontaneously assured me of their intention to take full advantage of the opportunities for promotion of tourism that devaluation will present.'

Oil pollution

Answering a request to specify the steps taken to protect British ports, coasts and seaside resorts from oil pollution during the last six months, and what success these had had, Mr. Mallalieu said that the laws against pollution had been strengthened in May, 1967. More effective means of detection and enforcement were being urgently considered with other Governments in the Inter-Governmental Maritime Consultative Organization.

THURSDAY, NOVEMBER 30

Stansted airport

Three Members asked questions on Stansted Airport. They were: what cost-benefit studies had been made by his department on the project to create the third London airport at Stansted; what cost-benefit studies had been made by his department into the possibility of siting the third London airport at Foulness; and what cost-benefit studies had been made by his department into the possibility of siting the third London airport at Sheppey.

Mr. Mallalieu replied that: 'Inter-departmental work using cost-benefit techniques supports the choice of Stansted as the site for the third London airport as compared with the other sites mentioned by the hon. Member.'

There was also a question on what consultations were held by him or his predecessor subsequent to May 12, 1967 about a possible realignment of Stansted Airport.

Mr. Mallalieu said: 'The proposal to realign the runways has been discussed with the Government Departments concerned and the British Airports Authority; and will be discussed with the local authorities The regional planning implications will be discussed with the South East Regional Economic Planning Council.'

FRIDAY, DECEMBER 1

Night movements at airports

Mr. Mallalieu was asked for an estimate of night movements at Gatwick next summer compared with Heathrow; and how they compared with the movements at both airports in the summer of 1967. He answered that the number of movements at Gatwick at night (1130-0600 local time) between April 1 and October 31, 1967, was 7,066 (including 3,633 by jet aircraft), compared with 11,592 at Heathrow (including 3,845 by jet aircraft). No precise forecast could be given of the number of night movements at Gatwick next summer. It was likely that the number by jet aircraft would exceed the Heathrow limit but that the overall total would be less than at Heathrow.

Air passengers' safety

A Member inquired what daily discussions took place between the British Overseas Airways Corporation and members of the British Airline Pilots' Associations to ensure passenger safety in respect of scheduling and other matters. Mr. Mallalieu replied:

'I am informed by BOAC that all BOAC services continue to be planned in accordance with the rules contained in a scheduling agreement made in 1966 between BOAC and the British Air Line Pilots' Association. Minor modifications to schedules have recently been introduced at BALPA's request. These rules are designed to take into account the effects of cancellations and rescheduling in so far as safety may be involved, and I understand that all necessary discussions with flying staff on safety matters continue in the normal way'.

Requirements for civil airline pilots

Answering a question on the expected requirements of civil airline pilots for BOAC and BEA during the next five years Mr. Mallalieu said that forward estimates, particularly for such a long period, were not reliable, but he was informed that the numbers of pilots whom BOAC and BEA estimate they would need to recruit were as follows:

	1968	*1969*	*1970*	*1971*	*1972*
BOAC	191	204	230	144	116
BEA	108	96	69	118	100
Totals	299	300	299	262	216

Average weekly earnings of BOAC and BEA

Asked to estimate the average weekly earnings of foreign currency by BEA and BOAC respectively, during the first quarter of this year, Mr. Mallalieu replied: 'The average weekly receipts were about £600,000 and £1.5 million, respectively'.

Relative noise levels of aircraft

A Member asked if in the interests of diminishing air noise a table of the relative noise levels of current types of passenger aircraft when in flight and landing could be published, Mr. Mallalieu answered, saying: 'As regards present day jet aircraft of a given size, there is little to choose between particular aircraft types in terms of average noisiness as heard on the ground, but smaller jet aircraft are somewhat quieter than larger ones. For a given journey, the types of aircraft used would normally be of similar size; I therefore doubt whether the discrimination by passengers which my Hon. Friend has in mind is practicable. Propeller aircraft are quieter than jets, but the latter have compensating advantages to the passenger in terms of speed and comfort'.

Production for export in Wales

Replying to two questions on the percentage of total industrial production in Wales for export, and the percentage of Great Britain's total exports, produced by firms and factories in Wales, Mrs. Gwyneth Dunwoody said the information was not available. Contributions to the value of individual products exported might be made by industry in more than one part of the United Kingdom, and goods were not necessarily shipped abroad from the part of the country in which the final stage of their manufacture took place. It would not be practicable to attempt to obtain figures relating to the separate contribution of Wales (as of Scotland, Northern Ireland and any region of England) to exports.

MONDAY, DECEMBER 4

Investment grants in development areas

A Member who asked for an estimate of the expenditure which would qualify for investment grant in development areas and outside development areas in each economic region and in Scotland in the financial year 1967-68, was told by Mrs. Dunwoody: 'About £1,300 million for Great Britain as a whole.' Probably about a quarter of this amount would take place in development areas. Separate estimates were not available for countries or regions.

Advance factories in Wales

Asked to name the advance factories which had been built and tenanted in Wales since October 1964, and state the total number of men and women they employ, Mrs. Dunwoody said that of the 32 advance factories for Wales announced in Board of Trade programmes since October 1964, one at Pontardulais and another at Blaenau Ffestiniog had been completed and are tenanted. She could not reveal the employment figures for two undertakings.

In reply to further questions on advance factories in Wales, Mrs. Dunwoody said that of the 32 advance factories in Wales, the following were completed but untenanted. The number of jobs which they would provide depended on the type of project attracted.

Ammanford No.1
Fforestfach No. 2
Holyhead No. 2 (allocated but not yet occupied)
Kenfig
Maesteg No. 1
Merthyr Tydfil No. 1
Milford Haven No. 2
Neath
Pontardawe No. 1
Pwllheli
Ynyscedwyn No. 1
Ynyscedwyn No. 2
Ystalyfera (allocated but not yet occupied)

The following factories were in course of construction. Bargoed, Bridgend, Caernarvon, Llwynypia, Maesteg (No. 3), Merthyr Tydfil (No. 2), Treorchy.

Information on the number of industrial development certificates approved in Wales in each of the years 1957 to 1967, and the amount of industrial building approved for each of those years, together with the corresponding figures for the regions of the North-west and South-west, was given in *Hansard*.

(*Continued at foot of page* 1461)

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Prevention of Fraud (Investments) Act, 1958

Dealers in Securities

THE FOLLOWING changes have taken place during November in the lists of Licensed Dealers in Securities and Exempted Dealers in Securities under Sections 3 and 16 of the Act:

Licensed dealers:

Addition:

London & County (A. & D.) Limited, 2/3 Norfolk Street, London, W.C.2.

Exempted dealers:

Addition:

Union Bank of Switzerland, 117 Old Broad Street, London, EC.2.

Change of address:

National Provincial & Rothschild (London) Limited, 22 Old Broad Street, London, E.C.2.

Change of name and address:

Yorkshire Industrial Trust Limited of Yorkshire House, Greek Street, Leeds 1 has changed its name to Y.I.T. (Yorkshire) Limited and its address to 4 Russell Street, Leeds 1.

The Association of New York Stock Exchange member firms having representation in the United Kingdom:

Addition:

Kuhn. Loeb & Co. International, 10 Old Jewry, London, E.C.2.

Authorised Unit Trust Schemes

THE FOLLOWING CHANGES have taken place in the list of unit trust schemes authorized under Section 17 of the Act and published in Part V of the 1967 Particulars of Dealers in Securities and of Unit Trusts. These changes are in addition to those published in the *Board of Trade Journal* of July 14, 1967.

Additions:

Group and/or Name and Address of Management Company	Name of Scheme	Name and Address of Trustee
Tyndall Managers Limited, 18 Canynge Road, Bristol 8	The Tyndall Local Authority Fund	Glyn Mills & Co., 67 Lombard Street, London, E.C.3.
Tyndall Managers Limited, 18 Canynge Road, Bristol 8	The 30 Gresham Street Fund	Glyn Mills & Co., 67 Lombard Street, London, E.C.3.
Municipal and General Securities Company Limited, Lee House, London Wall, London, E.C.2	The M & G Special Trust Fund	Barclays Bank Limited, 54 Lombard Street, London, E.C.3
Save and Prosper Group Limited, 30 Cornhill, London, E.C.3	Save and Prosper General Units	Barclays Bank Limited, 54 Lombard Street, London, E.C.3
Guardian-Hill Samuel Unit Managers Limited, 100 Wood Street, London, E.C.2	Guardhill Trust	Midland Bank Executor and Trustee Company Limited, Poultry, London, E.C.2.
Carliol Unit Fund Managers Limited, 'A' Floor, Milburn House, Newcastle-upon-Tyne	Carliol Unit Fund	Alliance Assurance Company Limited, Bartholomew Lane, London, E.C.2.
Scottish Save and Prosper Group Limited, 5 St. Andrew Square, Edinburgh, 2	Scotfunds	The Royal Bank of Scotland, P.O. Box 51, St. Andrew Square, Edinburgh, 2
Discount Unit Trust Managers Limited, 1-4 Copthall Chambers, London, E.C.2.	Investments at a Discount Unit Trust	Lloyds Bank Limited, 71 Lombard Street, London, E.C.3.
J. Henry Schroder Wagg & Co., Limited, 120 Cheapside, London, E.C.2	The One-Twenty Cheapside Unit Trust	Lloyds Bank Limited, 71 Lombard Street, London, E.C.3.
Martins Unicorn Limited, Unicorn House, 252-6 Romford Road, London, E.7	Unicorn Financial Trust	Royal Exchange Assurance, Royal Exchange, London, E.C.2.

Changes:

The address of Municipal and General Securities Company Limited is now Lee House, London Wall, London, E.C.2.

The address of Tyndall Managers Limited is now 18 Canynge Road, Bristol, 8.

The address of Investment Assured Securities Limited is now 15 St. Helen's Place, London, E.C.3.

The name of Unicorn Securities Limited has been changed to Martins Unicorn Limited.

The name of Preferred Income Managers Limited has been changed to Target Trust Managers Limited, and the address to 16 Coleman Street, London, E.C.2.

The name of the Capital Growth Unit Trust has been changed to Target Growth Fund.

Royal Exchange Assurance are now the trustee of Westminster Hambro Growth Investment Unit Trust in place of Commercial Union Assurance Company Limited.

Midland Bank Executor and Trustee Company Limited are now trustee to Britannia Basic Commodities Fund in place of Barclays Bank Limited.

Midland Bank Executor and Trustee Company Limited are now trustee to Britannia Higher Income Trust in place of Barclays Bank Limited.

Midland Bank Executor and Trustee Company Limited are now trustee to Britannia Top 300 Trust in place of Barclays Bank Limited.

Royal Exchange Assurance are now trustee to Unicorn Income Trust in place of Martins Bank Limited.

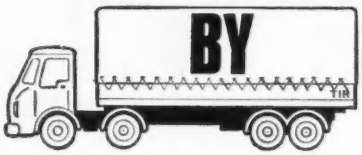
Royal Exchange Assurance are now trustee to Community Unit Trust in place of Martins Bank Limited.

The name of Star Unit Fund has been changed to Target Equity Fund.

Protective duty drawbacks: corrigendum

IN A NOTICE published in last week's *Journal*, page 1376, it was stated that details of the new procedure for obtaining the evidence of duty payment necessary for claims for drawback of protective duties was set out in Customs and Excise Notice No. 126. This should read 216.

GENTRANSCO ?



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Mr. B. S. Gordeev, head of a USSR Trade Delegation in Britain, and seven of his staff, were guests at a reception by the Powell Duffryn Group at their Centre in Berkeley Street, London. The Group handles wide-ranging ships' agency work for the Russians, and its engineering division is now beginning to develop trade with the USSR. The picture shows Mr. B. S. Gordeev (on the left) with Sir Stephen Brown, president of the Confederation of British Industry (centre) and Sir Henry Wilson Smith, chairman of Powell Duffryn.

'PICK-A-BACK' ARRANGEMENTS FOR EXPORT ASSISTANCE

A booklet containing names and addresses of manufacturing firms who have offered to help other firms with export assistance has been published by Export Services Branch of the Board of Trade, in collaboration with the main organizations of British Industry.

Copies may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Reference 987 G.) Tel. 01-248 5757, Ext. 491 (Telex 25977), or from any Board of Trade Regional Office.

By direction of R. A. Haigh, Esq., F.C.A.
Receiver & Manager

Re: Brocklehurst Motor Sales Ltd.

Sale by Auction at

SHEFFIELD ROAD, CHESTERFIELD,

Wednesday, 20th December, 1967

GARAGE EQUIPMENT, PLANT & TOOLS

LARGE QUANTITY MOTOR VEHICLE SPARES & STORES

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OFFICE FURNITURE & EQUIPMENT

CANTEEN EQUIPMENT, &c.

at 10 a.m. prompt

View: On premises 18th & 19th December and on morning of sale. Catalogues: 1/- each from Shouler & Son, Auctioneers, 1 Norman Street, Melton Mowbray. Tel. 3081 2.

Government surplus sales by auction

MINISTRY OF DEFENCE

1967	Stores	Location of Sale	Auctioneers
Dec. 12-14 .	**Technical and miscellaneous stores . .**	**Ordnance Storage and Disposal Depot, Branston, Staffs.**	**Arnold & Son (Dept. L), Modwena House, 13 Market Place, Burton-upon-Trent, Staffs. (Tel. 4657.)**

Machine tools including Archdale; Ajax; Denbigh; Pollard; Jones; Churchill bench and pillar drills; Cincinnati; Catmur; Wolf; Jones & Shipman; Wright; Pollard plain, surface, bench and pedestal grinders; Watson Laidlaw; Holbrook; Le Blond; Bradford; Rydermatic; Boxford; Southbend; Myford; Smart and Brown 3 in. to 7 in. SS and SC centre lathes; Adcock & Shipley; Victoria; Parkson horizontal and vertical milling machines; bending rolls; arc welder; pumps; transformers; compressors; generators; furnaces; shot blasting cabinets; presses; steadies; plain, inserted tooth, side face and form cutters; lathe tools, etc.; electrical and electronic spares and components; test sets; aircraft components and ground equipment; telescopes and binoculars; textiles; cameras and photographic equipment; household and office furniture; pallets; vehicle spares including Austin, Morris, Bedford, Land Rover, AEC, Standard and Coventry Climax spares and components; engines; axles; bearings; wheels; tyres; electrical components; **mobile oxygen and nitrogen gas producing and air conditioning plants,** on eight-wheeled trailers; 5-ton dropside trailers on four pneumatic tyred road wheels, and a large selection of other miscellaneous equipment.

Dec. 19-20 .	**Technical and miscellaneous stores including.**	**Western Command Ordnance Depot, Hereford**	**Russell, Baldwin & Bright (Dept. L), 20-21 King Street, Hereford. (Tel. 0432-4366.)**

Pedestrian-operated fork lift trucks; road roller; asphalt mixers; tipping trailers; storage tanks; generating sets and motor generators; batteries; tarpaulin sheets; telephone sets; telegraph typewriters; tape recorders; oscillographs; periscopes; binoculars; levels; theodolites; Avo minors; used tyres; Warsop breakers; water pumps; hydraulic jacks; ladders; fire houses and equipment; electric cable; small tools; transformers; mattresses; palliasse cases; blankets; curtain material; boots; BD trousers and bloses and other clothing; bedsteads; wardrobes; chairs and other furniture; wireless, signal, motor vehicle and aircraft spares; scrap canvas, webbing and rags; and **machine tools, viz. drills; universal grinders; horizontal millers; bending, rolling and cutting machines, etc. The majority of which are lying at Royal Naval Propellant Factory, Caerwent, Newport, Monmouthshire.**

1968			
Jan. 9-11 .	**Miscellaneous stores including . . .**	**The Lido Ballroom, Worthy Lane, Winchester, Hants.**	**Richard Austion & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 4211.)**

Clothing and textiles including greatcoats; vests; drawers; blouses; berets; jumpers; jackets; trousers; coir and hair mattresses; carpets, etc.; furniture including steel wardrobes, cupboards and lockers; stacking chairs; easy chairs, etc.; MT spares; steel helmets; various paints, primers and varnishes; refrigerating units and spares; water pumps; steam boilers; electrical equipment; welding electrodes; ships' lanterns; binoculars; watches; monoculars; wall clocks; cameras and photographic equipment; old rubber tyres; and a large selection of other stores.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to and up to the date of sale, price 1s. 0d. (postal order only).

By Order of The Secretary of State for Defence PRELIMINARY ANNOUNCEMENT, RAF No. 35 M.U. 3 Site HEYWOOD, LANCS. AUCTION IN ONE LOT, March 1968, 287,725 Sq. Ft. Single Storey Buildings close to Lancs/Yorks Motorway. Edward Rushton Son & Kenyon, 12 York Street, Manchester, 2. Tel. 061-236 1937 and at London, Tel. 01-588 4601.

PARLIAMENTARY ANSWERS, *continued*

Transatlantic air services

Asked if he was aware of a number of applications for licences to operate transatlantic air services; whether he would exercise his powers under Section 2(3) of the Civil Aviation (Licensing) Act 1960, to direct the Air Transport Licensing Board to refuse those applications until the conclusion of the Edwards Inquiry; and if he would make a statement.

Mr. Mallalieu said: 'The Board of Trade are today (December 4) giving directions to the Air Transport Licensing Board, under Section 2(3) of the 1960 Act, to refuse parts of these applications on the grounds that they would involve the negotiation of rights with the government of another country or territory, and that it is inexpedient to seek such traffic rights at the present time. Copies of the directions are being placed in the library.

'With these exceptions, the applications in question will now require consideration by the Air Transport Licensing Board.

'The processes of the Civil Aviation (Licensing) Act 1960 must, of course, continue until such time as Parliament decides otherwise. United Kingdom operators, however, in making their plans for the future, will no doubt bear in mind the possibility that the work of the Edwards Committee may lead to significant changes in existing policies.'

Hotel loans scheme

Questioned on what were the number of approvals given under the Hotel Loans Scheme in respect of amounts between £20,000 and £50,000, £50,000 and £100,000, and £100,000 and £500,000, respectively, and the total value of loan approvals given, Mr. Mallalieu replied: 'Eleven loans have been offered, and a twelfth will be offered very shortly. Five are for sums between £20,000 and £50,000; four for sums between £50,000 and £100,000; and three for sums between £100,000 and £500,000. The total value of the twelve loans is £1,750,000.'

Loans under Local Employment Act

Two questions concerned the total value of loans made under Section 4 of the Local Employment Act 1960 in the financial year 1966-67 in respect of each economic region and Scotland, and the total value of assistance given under that section by subscribing for or acquiring shares or stock, and the number of grants and the total value of grants made under Section 3 of the Local Employment Act 1960 in the financial year 1966-67 in respect of each economic region and Scotland. Mrs. Gwyneth Dunwoody answered that details of assistance offered under the Local Employment Acts were not readily available in respect of economic regions. The answer in terms of development areas was as follows:

Development Area	Loans		Building Grants	
	Number	£'000	Number	£'000
Northern . .	37	3,138	358	5,142
Merseyside . .	12	3,597	145	6,006
South Western .	6	110	46	394
Welsh . . .	31	1,607	125	1,312
Scottish . .	45	4,706	605	8,231

No assistance was given by the acquisition of shares but one loan was offered with the option to convert part of it into ordinary shares.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,130	—	16,041	15,386	15,386	9,140	3,492	922	688	586	1,219				
1961	113	114	122	116	112	100	130	130	138	139	121	+335	+224	+46	+29
1962	114	115	127	123	114	100	129	119	134	143	124	+ 87	+ 22	+35	+14
1963	118	119	135	131	119	103	131	104	143	146	130	+221	+113	+44	+55
1964	125	128	145	140	124	106	154	118	171	185	147	+590	+354	+88	+47
1965	129	132	154	149	126	108	160	130	169	189	153	+365	+217	+42	+43
1966	131	133	162	157	128	109	161	131	163	183	163	+200	+112	+ 2	+ 6
1966															
1st quarter	131	134	166	155	130	110	160	135	165	180	154	+ 77	+ 53	+ 4	+19
2nd quarter	130	133	160	157	129	110	161	127	165	183	164	+ 50	— 11	—19	+26
3rd quarter	130	134	160	157	127	109	163	132	165	182	166	+ 96	+ 84	+25	—15
4th quarter	132	132	162	158	127	109	162	130	159	186	169	— 23	— 13	— 9	—24
1967															
1st quarter	133	132	166	160	129	109	165	128	165	190	173	+ 48	+ 3	—10	+14
2nd quarter	132	133	166	162	129	109	174	127	178	199	185	+ 39	+ 4	—13	+14
3rd quarter		133*				111		122*	169*				42*	30*	—20
1967															
April		133				109									
May		132				108									
June		133				110									
July		134*				110									
August		133*				111									
September		132*				111									
October						112									

	ORDERS		PRICES AND COSTS					LABOUR					BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—				3,834	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	+ 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+127
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+116
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—402
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—110
1966	153	104	136·9	+3·9	114·5	133·0	168·4	325	255	24,876	158	155	— 59
1966													
1st quarter	164	122	134·4	+4·3	113·7	131·4	165·9	279	279	24,919	159	153	— 35
2nd quarter	161	127	137·0	+3·8	116·8	133·1	168·1	282	282	24,930	155	146	— 96
3rd quarter	159	109	137·5	+3·7	114·6	133·8	169·8	322	253	24,953	161	157	— 58
4th quarter	153	104	138·6	+3·8	113·0	133·5	169·8	417	206	24,702	147	164	+130
1967													
1st quarter	148	105	139·3	+3·6	112·0	133·6	171·4	458	188	24,453	164	166	+ 30
2nd quarter	148	108*	140·5	+2·6	109·8	133·6	172·8	508	168		167	160	—125
3rd quarter	148*	101*	139·8	+1·7	110·6*	134·6*	177·0	555	158		162	157	
1967													
April	148	106*	140·4	+3·0	109·9	133·6	172·1	495	174		174	163	
May	148	109*	140·3	+2·3	110·0	133·6	173·1	505	168		166	162	
June	148	108*	140·9	+2·4	109·6	133·5	173·3	524	162		164	154	
July	147*	103*	140·1	+2·3	109·3	134·4	176·4	543	155		157	163	
August	146*	101*	139·7	+1·4	110·8	134·7	176·9	559	155		162	155	
September	148*	101*	139·6	+1·5	111·7*	134·8*	177·8	563	165		166	150	
October			140·6	+2·0	112·1*	134·9*	177·8	541	176		163	125	
November								536*	181*				

*Provisional. †Not seasonally adjusted.

Industry's capital expenditure in the third quarter of 1967

PROVISIONAL ESTIMATES

PROVISIONAL ESTIMATES show that industry's capital expenditure in the third quarter, £571 million (at 1958 prices, seasonally adjusted), was 5 per cent below that in the second quarter; manufacturing industry's investment was 4 per cent lower than in the second quarter, for the distributive and service industries (excluding shipping) there was almost no change, and the shipping industry's investment was well below the irregularly high figure of the second quarter.

In manufacturing industry, lower expenditure on plant and machinery accounted for the whole of the fall, a small reduction in building work being balanced by higher expenditure on vehicles.

In the distributive and service industries, too, lower expenditure on building work was balanced by higher expenditure on vehicles; there was not much change in investment on other capital equipment.

For the shipping industry, special factors in the recording of some payments had led to an exceptionally high figure in the second quarter, and the compensating movement in the third quarter accounts for much of the large fall between the two quarters.

These figures are subject to revision to take account of late returns, and revised estimates will be published in the *Board of Trade Journal* next month. The figures for the second quarter for distributive and service industries have been amended slightly to take account of exceptionally late returns from some large businesses.

Industry's fixed capital expenditure at 1958 prices seasonally adjusted

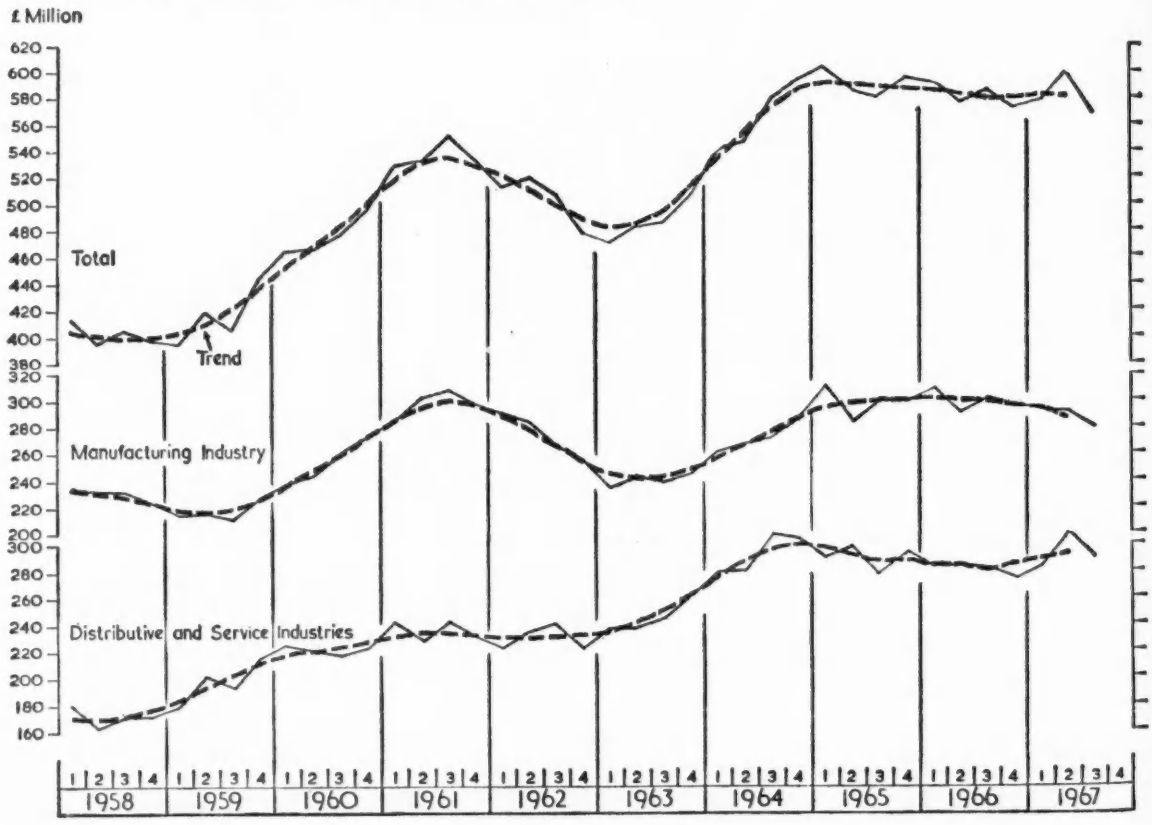


Table 1. Industry's fixed capital expenditure at 1958 prices seasonally adjusted [a]

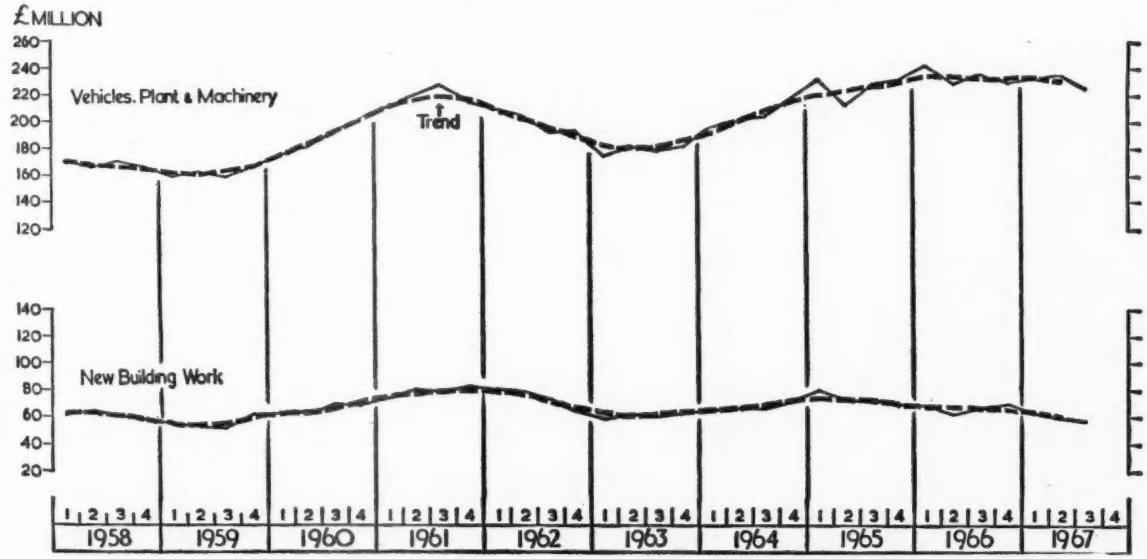
£ million

Period	ANALYSIS BY INDUSTRIAL SECTORS		Total	ANALYSIS BY TYPE OF ASSET		
	Manufacturing Industry (b)	Distributive and Service Industries (c)		New Building Work	Vehicles	Plant and Machinery
1958	922	688	1,610	451	360	799
1959	871	792	1,663	460	403	800
1960	1,016	890	1,906	548	458	903
1961	1,195	948	2,143	648	435	1,060
1962	1,098	923	2,021	645	386	990
1963	964	987	1,951	602	418	933
1964	1,092	1,175	2,267	672	528	1,067
1965	1,203	1,162	2,365	699	511	1,157
1966	1,205	1,124	2,329	644	537	1,151
1961 1st quarter	286	242	528	154	118	256
2nd quarter	302	229	531	163	103	265
3rd quarter	308	244	552	163	115	274
4th quarter	299	233	532	168	99	265
1962 1st quarter	291	223	514	166	95	255
2nd quarter	284	235	519	164	101	254
3rd quarter	267	241	508	169	97	242
4th quarter	256	224	480	145	94	239
1963 1st quarter	235	238	473	148	97	228
2nd quarter	244	239	483	151	100	233
3rd quarter	240	247	487	149	105	234
4th quarter	245	263	508	154	116	238
1964 1st quarter	262	280	542	158	125	258
2nd quarter	269	282	551	163	126	262
3rd quarter	272	308	580	173	141	267
4th quarter	289	305	594	178	136	280
1965 1st quarter	312	291	603	186	122	295
2nd quarter	287	296	585	175	135	276
3rd quarter	302	279	581	171	121	289
4th quarter	302	294	596	166	133	297
1966 1st quarter	310	283	592	166	132	295
2nd quarter	293	284	577	157	137	284
3rd quarter	303	283	586	160	138	289
4th quarter	299	274	573	161	129	283
1967 1st quarter	295	284	579	154	136	288
2nd quarter	292	306	598	152	153	293
3rd quarter	281	290	571	146	144	281

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for 53 per cent of tota capital expenditure in 1964. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy For all industries covered, public expenditure (e.g. by the British Steel Corporation) is included. However, the figures are largely representative of the trend of expenditure of private industry and business.

For other footnotes, see end of article.

Manufacturing industry's fixed capital expenditure, by assets, at 1958 prices seasonally adjusted



(*Continued on next page*)

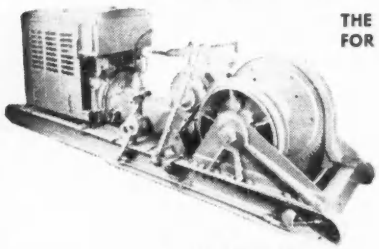
Table 2. Fixed capital expenditure of manufacturing industry at 1958 prices seasonally adjusted (a), (b), (d)

£ million

Period	ANALYSIS BY INDUSTRY GROUP										ANALYSIS BY TYPE OF ASSET		
	Food, Drink and Tobacco	Mineral Oil Refining	Chemicals, Paint and Printing Ink	Metal Manufacture	Engineering Shipbuilding and Metal Goods	Vehicles	Textiles Leather and Clothing	Paper Printing and Publishing	Other Manufacturing Industries	Total All Manufacturing Industries			
	Standard Industrial Classification Orders												
	III	Part of IV	Part of IV	V	VI, VII and IX	VIII	X to XII	XV	XIII, XIV and XVI	III to XVI	New Building Work	Vehicles	Plant and Machinery
1958	112·6	39·7	157·3	143·5	204·8	69·8	63·6	65·2	65·1	921·6	247·0	52·4	622·2
1959	106·5	23·5	145·5	129·7	200·8	69·0	66·5	60·3	69·1	870·9	223·8	57·1	590·0
1960	128·5	15·3	134·5	186·1	228·9	78·3	85·2	67·8	91·6	1,016·2	263·5	75·3	677·4
1961	136·9	22·8	162·8	242·4	250·5	104·2	101·5	74·4	99·7	1,195·2	318·1	71·8	805·3
1962	134·8	16·3	161·6	208·2	220·0	93·8	87·1	74·9	101·3	1,098·0	297·9	61·8	738·3
1963	135·2	24·8	126·9	114·7	218·1	89·3	79·5	74·1	101·2	963·8	244·1	75·5	644·2
1964	150·4	25·6	158·6	104·4	260·1	77·7	106·9	83·6	124·3	1,091·6	271·1	92·0	728·5
1965	155·1	24·8	196·0	102·2	277·1	93·5	121·7	91·2	141·3	1,202·9	296·0	97·6	809·3
1966	141·0	39·8	207·4	111·0	270·1	90·1	114·2	82·2	149·3	1,205·1	267·7	114·8	822·6
1961 1st quarter	33·9	3·3	39·8	59·4	60·8	24·6	23·8	16·8	23·7	286·1	74·3	19·0	192·8
2nd quarter	34·8	6·1	39·8	62·1	64·0	25·7	25·2	17·7	26·8	302·2	80·8	19·0	202·4
3rd quarter	34·0	6·3	42·4	61·4	63·3	27·3	27·9	20·6	24·9	308·1	80·4	17·8	209·9
4th quarter	34·2	7·1	40·8	59·5	62·4	26·6	24·6	19·3	24·3	298·8	82·6	16·0	200·2
1962 1st quarter	33·7	3·9	43·4	56·8	59·3	25·1	25·1	18·9	24·7	290·9	80·8	16·5	193·6
2nd quarter	33·1	3·9	42·4	58·2	56·3	22·9	22·2	19·2	25·4	283·6	78·7	14·7	190·2
3rd quarter	33·1	4·4	37·9	47·6	54·8	24·6	19·9	18·8	25·9	267·0	74·1	15·2	177·7
4th quarter	34·9	4·1	37·9	45·6	49·6	21·2	19·9	18·0	25·3	256·5	64·3	15·4	176·8
1963 1st quarter	31·1	4·6	30·6	33·8	54·1	21·5	18·9	17·8	22·3	234·7	58·6	16·3	159·8
2nd quarter	34·1	5·9	32·5	31·0	55·4	22·8	18·9	19·0	24·6	244·2	61·9	18·7	163·6
3rd quarter	33·7	6·8	31·8	24·8	55·9	22·0	20·2	19·0	26·1	240·3	60·8	20·0	159·5
4th quarter	36·3	7·5	32·0	25·1	52·7	23·0	21·5	18·3	28·2	244·6	62·8	20·5	161·3
1964 1st quarter	37·1	9·5	35·3	25·8	62·2	19·7	23·3	20·3	28·5	261·7	66·0	22·5	173·2
2nd quarter	37·7	6·0	37·7	25·0	65·6	21·0	26·0	19·2	30·6	268·8	66·6	22·9	179·3
3rd quarter	38·9	5·0	39·7	26·8	65·0	16·5	27·1	22·1	31·2	272·3	66·8	23·0	182·5
4th quarter	36·7	5·1	45·9	26·8	67·3	20·5	30·5	22·0	34·0	288·8	71·7	23·6	193·5
1965 1st quarter	39·5	6·2	48·5	26·2	74·1	23·5	32·5	24·3	37·2	312·0	80·0	24·4	207·6
2nd quarter	37·2	5·8	46·3	25·1	66·3	22·1	28·7	24·0	31·2	286·7	72·5	23·7	190·5
3rd quarter	40·1	5·9	52·5	26·4	66·2	22·2	31·6	20·9	36·3	302·1	73·2	23·3	205·6
4th quarter	38·3	6·9	48·7	24·5	70·5	25·7	28·9	22·0	36·6	302·1	70·3	26·2	205·6
1966 1st quarter	36·9	7·8	56·4	27·5	67·8	25·5	29·2	19·3	40·0	310·4	68·6	29·3	212·5
2nd quarter	34·4	9·1	48·4	25·7	68·5	22·9	30·5	19·8	33·5	292·8	62·6	30·6	199·6
3rd quarter	35·0	11·8	51·2	28·4	67·9	20·1	28·1	20·0	40·9	303·4	67·3	28·6	207·5
4th quarter	34·7	11·1	51·4	29·4	65·9	21·6	26·4	23·1	34·9	298·5	69·2	26·3	203·0
1967 1st quarter	41·3	14·2	42·3	29·6	65·3	23·8	25·9	18·2	34·6	295·2	62·9	26·0	206·3
2nd quarter	38·9	18·8	48·3	25·2	65·8	24·8	22·7	19·7	28·2	292·4	57·5	28·2	206·7
3rd quarter										281·1	55·6	32·2	193·3

'DARLINGTON' WINCHES

THE **'DARLINGTON'** STATIC



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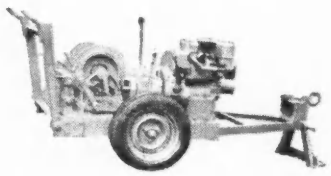

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Table 3. Fixed capital expenditure in the distributive and service industries at 1958 prices seasonally adjusted (a), (c), (d)

£ million

Period	Shipping Industry	OTHER DISTRIBUTIVE AND SERVICE INDUSTRIES				New Building Work	Vehicles	Plant and Machinery
		Wholesale Distribution	Retail Distribution	Other Industries	Total			
		Standard Industrial Classification Headings						
	S.I.C. 704	810,831,832	820	XVII, Part of XIX, XXI, Part of XXII and XXIII	XVII, Part of XIX, XX, Part of XXI, Part of XXII and XXIII			
1958	147	73	130	338	541	203	161	177
1959	161	92	163	376	631	235	186	210
1960	158	100	175	457	732	284	224	226
1961	126	105	195	522	822	330	237	255
1962	104	104	187	528	819	346	221	252
1963	85	113	204	585	902	356	257	289
1964	129	132	232	682	1,046	399	307	340
1965	101	137	215	709	1,061	399	313	349
1966	90	133	189	712	1,034	373	332	329
1961 1st quarter	39	28	44	131	203	80	60	63
2nd quarter	26	27	47	129	203	82	58	63
3rd quarter	32	26	52	134	212	83	65	64
4th quarter	29	24	52	128	204	85	54	65
1962 1st quarter	25	22	52	124	198	85	53	61
2nd quarter	33	24	48	130	202	85	53	64
3rd quarter	23	30	46	142	218	95	59	64
4th quarter	23	28	41	132	201	80	57	63
1963 1st quarter	23	27	52	136	215	89	58	68
2nd quarter	18	28	47	144	221	88	63	69
3rd quarter	22	29	51	145	225	87	63	75
4th quarter	22	29	54	158	241	91	73	77
1964 1st quarter	28	31	57	164	252	92	75	85
2nd quarter	29	32	60	161	253	96	74	83
3rd quarter	38	32	58	180	270	105	80	85
4th quarter	34	37	57	177	271	106	78	87
1965 1st quarter	17	38	56	180	274	104	81	89
2nd quarter	33	33	54	178	265	101	78	85
3rd quarter	23	34	53	169	256	97	75	83
4th quarter	28	32	52	182	266	96	79	92
1966 1st quarter	22	33	50	178	261	96	81	83
2nd quarter	22	35	46	181	262	93	85	84
3rd quarter	25	34	46	178	258	92	84	82
4th quarter	21	31	47	175	253	91	82	80
1967 1st quarter	33	34	48	169	251	90	77	82
2nd quarter	44	37	46	179	262	95	81	86
3rd quarter	25				265	90	87	88

Table 4. Industry's fixed capital expenditure at current prices (a)

£ million

Period	Manufacturing Industry (b)	Distributive and Service Industries (c)	Total
1958	922	688	1,610
1959	867	782	1,649
1960	1,021	880	1,901
1961	1,239	953	2,192
1962	1,168	951	2,119
1963	1,044	1,020	2,064
1964	1,216	1,229	2,445
1965	1,401	1,256	2,657
1966	1,456	1,240	2,696
1961 1st quarter	273	237	510
2nd quarter	304	227	531
3rd quarter	331	235	566
4th quarter	331	254	585
1962 1st quarter	286	224	510
2nd quarter	294	238	532
3rd quarter	290	241	531
4th quarter	298	248	546
1963 1st quarter	237	241	478
2nd quarter	260	241	501
3rd quarter	261	250	511
4th quarter	286	289	575
1964 1st quarter	268	283	551
2nd quarter	295	289	584
3rd quarter	303	310	613
4th quarter	350	348	698
1965 1st quarter	333	306	639
2nd quarter	329	314	643
3rd quarter	352	290	642
4th quarter	387	347	734
1966 1st quarter	347	306	653
2nd quarter	346	307	653
3rd quarter	366	297	663
4th quarter	397	330	727
1967 1st quarter	337	309	646
2nd quarter	349	332	681
3rd quarter	335	307	642

Notes relating to Tables 1, 2, 3 and 4

(a) Expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

(b) Standard Industrial Classification Orders III to XVI.

(c) Standard Industrial Classification Order XVII (Construction); XIX (Transport and Communication) excluding 701 – Railways, 705 – Port and Inland Water Transport, 706 – Air Transport and 707 – Postal Services and Telecommunications; XX (Distributive Trades); XXI (Insurance, Banking and Finance) excluding savings departments of the Post Office and Trustee Savings Banks; XXII (Professional and Scientific Services) excluding 872 – Educational Services and 874 – Medical and Dental Services; and XXIII (Miscellaneous Services).

(d) Care should be taken in using the industry figures in tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

(e) Small discrepancies may appear between the totals and the sum of individual headings because of rounding.

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Industry's stocks in third quarter of 1967

PROVISIONAL ESTIMATES

PROVISIONAL ESTIMATES of the change in the level of industry's stocks and work in progress show a fall of £93 million at 1958 prices, seasonally adjusted. Falls occurred in manufacturing, wholesaling and retailing industries.

The marked decrease in stock levels in the third quarter followed very small shifts in the first half of the year. Even if there is a sharp turnround in the fourth quarter it seems likely that for the year as a whole the figure of stockbuilding will be exceptionally low, possibly negative. The third quarter's figures were affected by delays in shipments arising from the closure of the Suez Canal and by the dockers' strikes. The returns made by manufacturers and distributors exclude goods held up at the docks.

In manufacturers' stocks there was a decrease of £42 million which was reflected in each of the assets: stocks of materials and fuel fell by £17 million, work in progress by £15 million and finished goods by £11 million. But the overall fall in manufacturers' stocks was not reflected in each industry group. At the provisional stage, only the engineering and 'other' industries showed a decrease while in each of the remaining industries there was either a rise or little change.

Wholesalers' stocks continued the downward movement which began in the fourth quarter of last year, though the fall of £30 million in the third quarter is the highest recorded for any quarter. Retailers' stocks fell by £20 million while increases have been recorded for the last two quarters.

Revised estimates, taking account of late returns, will be published in the *Board of Trade Journal* in January.

Changes in industry's stocks at 1958 prices seasonally adjusted

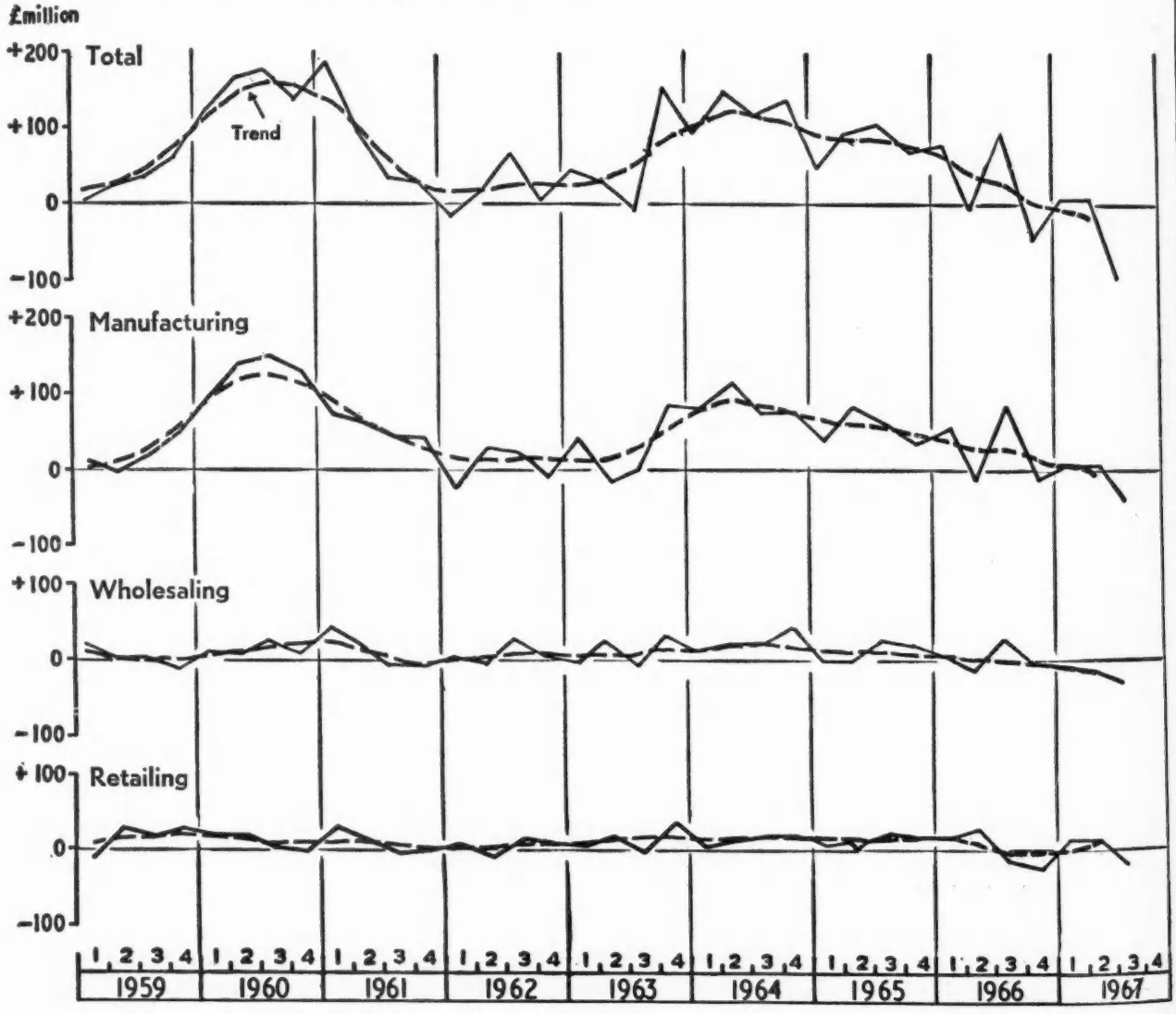

Table 1. Changes in the volume of industry's stocks at 1958 prices seasonally adjusted [a]

£ million

Period	(b) Manufacturing	(c) Wholesaling	(d) Retailing	(e) Total
Level of stocks at December 31, 1966	6,507	1,120	1,182	8,809
1960	+514	+54	+37	+605
1961	+224	+46	+29	+299
1962	+ 22	+35	+14	+ 70
1963	+113	+44	+55	+211
1964	+354	+88	+47	+488
1965	+217	+42	+43	+302
1966	+112	+ 2	+ 6	+120
1960 1st quarter	+ 95	+11	+18	+124
2nd quarter	+141	+ 8	+18	+167
3rd quarter	+148	+25	+ 2	+175
4th quarter	+130	+10	— 1	+139
1961 1st quarter	+ 72	+43	+25	+140
2nd quarter	+ 67	+19	+10	+ 96
3rd quarter	+ 45	— 6	— 4	+ 35
4th quarter	+ 41	— 9	— 2	+ 30
1962 1st quarter	— 24	+ 3	+ 5	— 15
2nd quarter	+ 29	— 4	—10	+ 15
3rd quarter	+ 25	+29	+11	+ 65
4th quarter	— 9	+ 6	+ 8	+ 5
1963 1st quarter	+ 43	— 3	+ 3	+ 43
2nd quarter	— 14	+24	+18	+ 28
3rd quarter	N/C	— 8	— 1	— 9
4th quarter	+ 84	+31	+35	+149
1964 1st quarter	+ 80	+10	+ 3	+ 93
2nd quarter	+118	+15	+12	+145
3rd quarter	+ 77	+20	+17	+114
4th quarter	+ 78	+43	+15	+136
1965 1st quarter	+ 39	— 1	+ 9	+ 47
2nd quarter	+ 82	— 1	+ 3	+ 84
3rd quarter	+ 61	+25	+17	+103
4th quarter	+ 35	+19	+14	+ 68
1966 1st quarter	+ 53	+ 4	+19	+ 76
2nd quarter	— 11	—19	+26	— 3
3rd quarter	+ 84	+25	—15	+ 94
4th quarter	— 13	— 9	—24	— 46
1967 1st quarter	+ 3	—10	+14	+ 7
2nd quarter	+ 4	—13	+14	+ 6
3rd quarter	— 42	—30	—20	— 93
3th quarter				

Table 2. Changes in volume (at 1958 prices seasonally adjusted) of stocks held by manufacturing industry [a], [b], [f]

£ million

Period	ANALYSIS BY INDUSTRY GROUP							ANALYSIS BY TYPE OF ASSET		
	Food, drink and tobacco	Chemicals, and allied industries	Metal manufacture	Engineering, shipbuilding and vehicles	Textiles, leather and clothing	Other manufacturing industries	Total all manufacturing industries	Materials and fuel	Work in progress	Finished goods
	Standard Industrial Classification Orders									
	III	IV	V	VI-IX	X-XII	XIII-XVI	III-XVI			
Level of stocks at December 31, 1966	851	578	489	3,220	693	675	6,507	2,276	2,418	1,812
1960	+43	+42	+79	+263	+29	+58	+514	+219	+135	+160
1961	+ 9	+16	+13	+148	+ 9	+29	+224	+ 44	+ 93	+ 87
1962	+22	+ 2	—19	+ 41	—22	— 2	+ 22	— 60	+ 39	+ 43
1963	+56	—11	+ 1	+ 57	N/C	+10	+113	+ 3	+ 93	+ 17
1964	+ 5	+37	+29	+205	+49	+29	+354	+126	+154	+ 74
1965	— 4	+17	+20	+148	— 3	+38	+217	+ 36	+ 87	+ 93
1966	+ 1	+20	—18	+ 65	+23	+22	+112	— 31	+ 32	+111
1960 1st quarter	+ 2	— 2	+15	+ 62	+10	+ 8	+ 95	+ 45	+ 24	+ 26
2nd quarter	+12	+19	+17	+ 67	+10	+16	+141	+ 62	+ 40	+ 39
3rd quarter	+ 8	+16	+29	+ 58	+22	+15	+148	+ 70	+ 25	+ 53
4th quarter	+20	+10	+18	+ 76	—13	+19	+130	+ 40	+ 47	+ 43
1961 1st quarter	+ 7	+ 9	+12	+ 30	+ 1	+14	+ 72	+ 36	+ 37	N/C
2nd quarter	— 5	+ 8	+ 3	+ 33	+ 9	+18	+ 67	+ 15	+ 23	+ 30
3rd quarter	+10	+ 2	— 3	+ 34	— 2	+ 4	+ 45	+ 13	+ 19	+ 13
4th quarter	— 3	— 3	+ 1	+ 50	+ 1	— 7	+ 41	— 20	+ 15	+ 45
1962 1st quarter	+ 9	— 7	—14	+ 4	— 5	—11	— 24	— 21	— 8	+ 5
2nd quarter	+ 9	— 1	— 3	+ 30	— 4	N/C	+ 29	— 2	+ 25	+ 7
3rd quarter	+ 9	+ 5	— 6	+ 21	— 7	+ 3	+ 25	— 13	+ 17	+ 20
4th quarter	— 4	+ 5	+ 4	— 14	— 5	+ 6	— 9	— 24	+ 4	+ 11
1963 1st quarter	+ 5	+ 3	+ 1	+ 22	— 8	+19	+ 43	— 11	+ 23	+ 31
2nd quarter	+23	— 8	— 2	— 14	— 3	— 8	— 14	— 7	+ 7	— 14
3rd quarter	— 1	— 7	— 1	+ 4	+ 7	— 2	N/C	— 1	+ 19	— 18
4th quarter	+28	+ 1	+ 3	+ 46	+ 4	+ 2	+ 84	+ 22	+ 43	+ 18
1964 1st quarter	+10	+10	+ 9	+ 41	+ 8	+ 1	+ 80	+ 45	+ 32	+ 2
2nd quarter	— 5	+ 9	+16	+ 68	+21	+ 8	+118	+ 33	+ 47	+ 38
3rd quarter	N/C	+ 8	+ 1	+ 55	+ 5	+ 9	+ 77	+ 14	+ 99	+ 24
4th quarter	+ 1	+10	+ 2	+ 40	+14	+10	+ 78	+ 32	+ 36	+ 10
1965 1st quarter	—12	—18	+ 6	+ 43	+ 9	+11	+ 39	— 4	+ 47	— 4
2nd quarter	— 1	+30	— 2	+ 49	— 6	+10	+ 82	+ 31	N/C	+ 51
3rd quarter	+17	+ 4	+ 8	+ 26	— 6	+12	+ 61	+ 10	+ 31	+ 20
4th quarter	— 9	+ 1	+ 8	+ 30	N/C	+ 4	+ 35	— 1	+ 10	+ 26
1966 1st quarter	+11	+ 8	— 6	+ 20	+ 3	+16	+ 53	+ 9	+ 23	+ 21
2nd quarter	— 3	+ 8	—20	— 1	+ 1	+ 5	— 11	— 31	— 1	+ 22
3rd quarter	— 7	+ 6	+24	+ 38	+16	+ 6	+ 84	+ 30	+ 6	+ 48
4th quarter	N/C	— 2	—15	+ 7	+ 3	— 5	— 13	— 38	+ 5	+ 20
1967 1st quarter	+ 7	+ 5	— 6	+ 10	—13	+ 1	+ 3	+ 11	+ 12	— 19
2nd quarter	— 7	—15	— 2	+ 26	— 4	N/C	+ 4	— 15	— 21	+ 40
3rd quarter							— 42	— 17	— 15	— 11

(Tables continued on next page)

Table 3. Changes in the volume of stocks (at 1958 prices seasonally adjusted) held by wholesalers [a], [f]

£ million

S.I.C. M.L.H.			1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1966
810	General wholesale distributors	1960	+ 8	+ 8	+17	— 6	+28	
		1961	+35	+ 8	— 1	—13	+30	
		1962	— 2	—12	+18	+ 5	+ 8	
		1963	— 4	+12	—14	+24	+18	
		1964	— 1	+ 5	+ 7	+39	+51	
		1965	— 7	— 3	+15	+13	+17	
		1966	+ 6	—13	+22	— 1	+14	714
		1967	—15	— 2				
831	Dealers in coal, builders materials, etc..	1960	— 1	+ 2	+ 3	+ 2	+ 5	
		1961	N/C	+ 3	N/C	— 1	+ 1	
		1962	+ 1	+ 2	+ 1	+ 3	+ 6	
		1963	+ 3	+ 2	— 4	+ 5	+ 7	
		1964	+ 5	N/C	+ 5	— 1	+ 8	
		1965	+ 1	— 1	+ 2	+ 4	+ 5	
		1966	+ 2	— 1	— 5	— 3	— 6	103
		1967	+ 1	— 5				
832	Dealers in industrial materials and machinery	1960	+ 4	— 1	+ 5	+14	+21	
		1961	+ 8	+ 8	— 5	+ 5	+15	
		1962	+ 5	+ 6	+11	— 2	+20	
		1963	— 2	+10	+10	+ 2	+20	
		1964	+ 7	+ 9	+ 7	+ 5	+29	
		1965	+ 6	+ 3	+ 8	+ 3	+20	
		1966	— 4	— 5	+ 8	— 5	— 6	304
		1967	+ 4	— 5				
	Total wholesalers	1960	+11	+ 8	+25	+10	+54	
		1961	+43	+19	— 6	— 9	+46	
		1962	+ 3	— 4	+29	+ 6	+35	
		1963	— 3	+24	— 8	+31	+44	
		1964	+10	+15	+20	+43	+88	
		1965	— 1	— 1	+25	+19	+42	
		1966	+ 4	—19	+25	— 9	+ 2	1,120
		1967	—10	—13	—30			

Table 4. Changes in value of stocks (at book values) held by manufacturers and distributors [a]

£ million

		1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1966
Manufacturing (b)	1960	+125	+178	+127	+161	+591	
	1961	+110	+102	+ 46	+ 54	+312	
	1962	+ 9	+ 28	+ 12	+ 29	+ 78	
	1963	+ 69	+ 4	+ 16	+161	+250	
	1964	+138	+185	+116	+154	+593	
	1965	+124	+153	+108	+104	+489	
	1966	+162	+137	+ 58	— 15	+343	7,702
	1967	— 3	+ 7	+ 1			
Wholesaling (c)	1960	+ 8	+ 19	+ 55	— 20	+ 62	
	1961	+ 46	+ 21	+ 19	— 32	+ 54	
	1962	+ 9	+ 7	+ 44	— 14	+ 45	
	1963	— 4	+ 26	+ 28	+ 15	+ 65	
	1964	+ 17	+ 34	+ 67	+ 27	+145	
	1965	+ 2	+ 14	+ 62	— 4	+ 75	
	1966	+ 7	N/C	+ 49	— 38	+ 18	1,282
	1967	— 21	— 10	+ 5			
Retailing (d)	1960	+ 68	+ 15	— 19	— 20	+ 44	
	1961	+ 69	+ 36	— 10	— 34	+ 61	
	1962	+ 60	— 1	— 1	— 13	+ 45	
	1963	+ 56	— 6	— 13	+ 26	+ 63	
	1964	+ 55	+ 13	+ 7	+ 15	+ 90	
	1965	+ 69	— 5	+ 2	N/C	+ 66	
	1966	+ 81	+ 25	— 23	— 39	+ 44	1,362
	1967	+ 66	+ 7	— 41			
Total (e)	1960	+200	+212	+163	+122	+697	
	1961	+225	+159	+ 55	— 13	+426	
	1962	+ 77	+ 34	+ 55	+ 2	+169	
	1963	+121	+ 24	+ 32	+201	+377	
	1964	+209	+232	+189	+197	+828	
	1965	+195	+162	+173	+100	+629	
	1966	+249	+162	+ 85	— 92	+405	10,346
	1967	+ 42	+ 4	— 35			

Notes relating to Tables 1-4:
(a) The estimates are shown to the nearest £ million, but should not be regarded as accurate to this degree.
(b) Standard Industrial Classification Orders III-XVI.
(c) S.I.C. Minimum List Headings 810, 831, 832.
(d) S.I.C. Minimum List Heading 820.
(e) S.I.C. Orders III-XVI and XIX.
(f) Care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

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Table 5. The relationship of manufacturers' stocks to manufacturing production

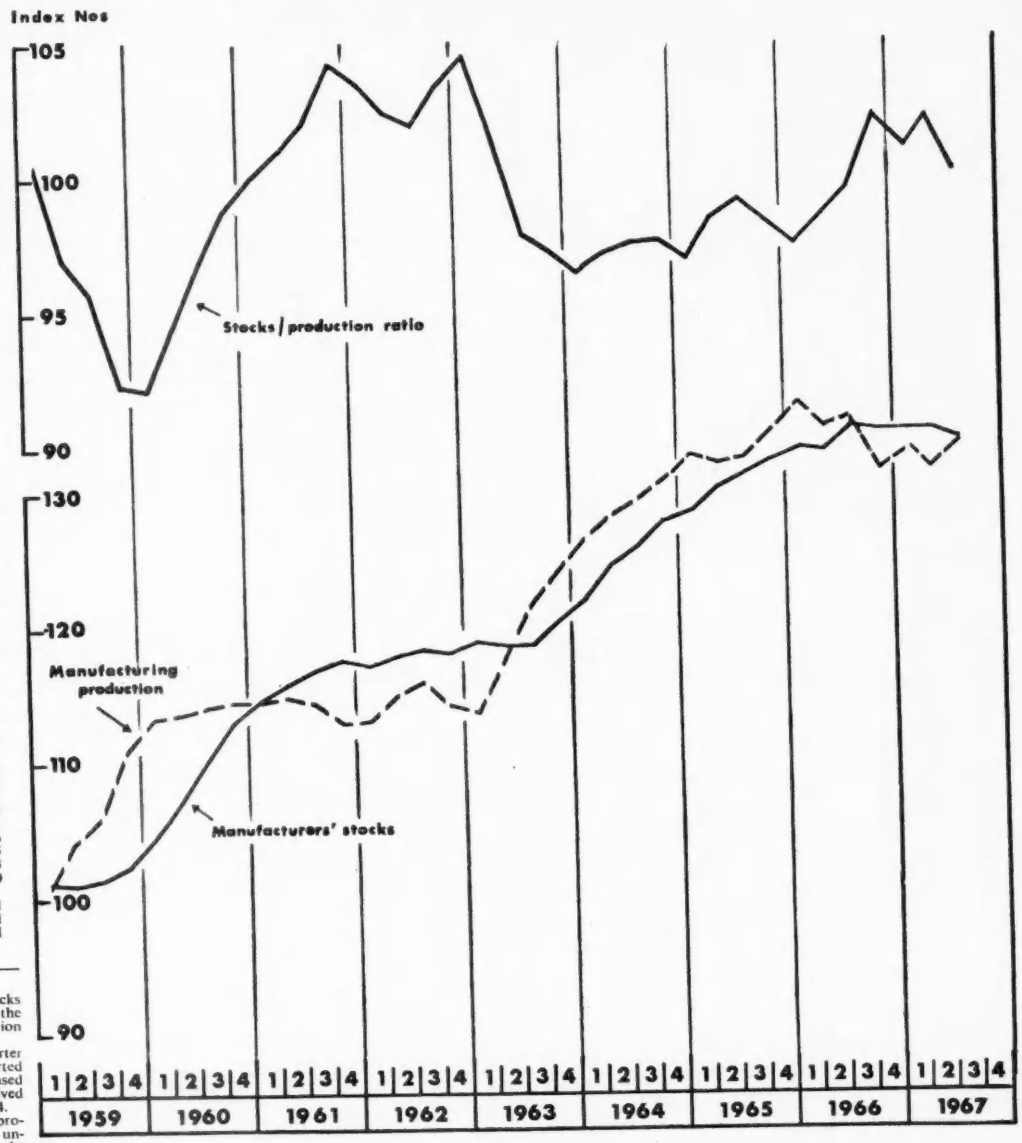
Period (quarters)		Index numbers 4th quarter 1957 = 100 seasonally adjusted (1) Stock levels (at 1958 prices) (1)	Production (with 1958 net output weight) (2)	Ratio of stocks to production (3)
1956	1	95	99	95·6
	2	96	99	97·1
	3	97	98	98·4
	4	97	98	98·6
1957	1	99	100	98·9
	2	100	101	99·0
	3	100	102	98·1
	4	100	100	100·0
1958	1	101	101	100·1
	2	101	99	102·3
	3	101	99	102·6
	4	101	99	101·4
1959	1	101	100	100·5
	2	101	104	97·0
	3	101	106	95·7
	4	102	111	92·3
1960	1	104	113	92·0
	2	107	114	94·4
	3	110	114	96·7
	4	113	114	98·7
1961	1	114	114	100·0
	2	116	115	101·0
	3	117	114	102·1
	4	118	113	104·2
1962	1	117	113	103·5
	2	118	115	102·3
	3	118	116	101·9
	4	118	114	103·4
1963	1	119	114	104·6
	2	119	117	101·0
	3	119	121	97·7
	4	120	124	97·1
1964	1	122	126	96·4
	2	124	128	97·1
	3	126	129	97·5
	4	128	131	97·6
1965	1	128	133	96·8
	2	130	132	98·5
	3	131	133	99·1
	4	132	134	98·3
1966	1	133	136	97·6
	2	133	135	98·5
	3	135	136	99·3
	4	134	132	102·0
1967	1	134	133	101·1
	2	134	132	102·1
	3	134	133	100·1
	4			

Notes

(1) The index numbers of the level of stocks relate to the end of each quarter; the index production refers to production during the quarter.

(2) The index of production with 4th quarter 1957 as the base has been converted arithmetically from the official 1958 based index linked to estimates for 1957 derived from the previous index based on 1954.

(3) The index numbers of the stocks production ratios are calculated from unrounded estimated of the data in the previous two columns.



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Industrial countries' trade and production in the second quarter of 1967

THE RATE of growth of industrial countries' exports slackened further in the second quarter of 1967. The increase of 1 per cent, after normal seasonal movements have been allowed for, compares with 2 per cent in the first quarter and with 2½ per cent in each of the two quarters before that. Partial information suggests that there was no further increase in the third quarter.

The slowdown in industrial countries' total exports in the second quarter was in their exports to other industrial countries. These increased by only 1½ per cent, following rises of 3 per cent and 2½ per cent in the previous two quarters. Exports to primary producers rose by 1 per cent, much the same rate of growth as in each quarter since the large increases in the middle of last year.

The growth of exports of manufactures by the main manufacturing countries also slowed in the second quarter. The rise of only ½ per cent (in seasonally adjusted terms) followed a 3 per cent increase in the first quarter and an average increase of 3 per cent in the last two quarters of 1966.

Of the industrial countries shown in Table 2, exports from the United States paused in the second quarter after a particularly sharp rise in the first. Expansion was resumed in the third quarter. The growth of Canadian exports also slowed down in the second quarter after a spurt in the first. Exports by the EEC countries in total levelled off in the second quarter following a long period of steady expansion, and fell by 1 per cent in the third quarter. Of the three largest member countries, exports from both France and Germany showed further small increases in the second quarter but levelled off in the third; exports from Italy fell in both the second and third quarters. Japanese exports increased again by 4 per cent in the third quarter after two quarters of little change. Exports from the United Kingdom fell back in the second and third quarters from the high level reached in the first.

The rate of growth of industrial countries' imports also slackened in the second quarter. The increase of 1 per cent in seasonally adjusted terms, compares with 2 per cent in the first quarter and with an average of 1½ per cent per quarter in the second half of last year. Partial information suggests that there was a small further increase in the third quarter.

Table 3 shows that imports into the United States, which had been rising rapidly up to the third quarter of last year, fell by 2 per cent in the second quarter of this year after two quarters of small fluctuations. They rose again by 1 per cent in the third quarter. Imports into the EEC countries fell in the second quarter, as in the first, but recovered in the third quarter to the first quarter level. The movements during the summer were largely influenced by sharp changes in French imports, but imports by both Germany and Italy also rose in the third quarter. Belgian imports fell by 6 per cent. Imports into Canada increased again in the second quarter after pausing in the first, but the rate of increase of Japanese imports slackened in both the second and third quarters. United Kingdom imports increased sharply in the first half year, due partly to the removal of the temporary import charge, but they eased back in the third quarter.

Industrial production

The index of industrial countries' industrial production in the second quarter was unchanged from the previous two quarters. Of the countries shown in Table 5, output in Japan continued its rapid expansion in the second quarter, but the increase in the third quarter was not quite so fast. Output in the United States fell back a little further in the second quarter, but started to recover in the third. Production in the EEC countries in total showed little

Table 1: World trade

Quarters or quarterly averages, seasonally adjusted. US $ thousand million

	Exports (f.o.b.) from						Imports (c.i.f.) into		
	Industrial countries (a)				Primary producers	World (a)	Industrial countries	Primary producers	World
	To industrial countries	To primary producers	To world						
			Total	Manufactures (b)					
1960	12·75	7·02	19·76	13·11	8·14	27·90	20·70	9·19	29·88
1961	13·76	7·11	20·87	13·83	8·29	29·16	21·84	9·34	31·18
1962	14·81	7·08	21·89	14·67	8·73	30·62	23·56	9·52	33·09
1963	16·36	7·53	23·89	15·91	9·53	33·42	25·91	9·98	35·89
1964	18·62	8·57	27·19	18·26	10·44	37·64	29·02	11·15	40·18
1965	20·86	9·25	30·11	20·69	11·01	41·11	31·82	11·93	43·76
1966	23·27	10·00	33·28	23·15	11·76	45·04	35·43	12·66	48·08
1962 1st quarter	14·42	6·97	21·45	14·27	8·57	29·99	23·21	9·38	32·52
2nd quarter	14·74	7·22	21·91	14·71	8·59	30·49	23·15	9·35	32·55
3rd quarter	15·05	7·18	22·18	14·96	8·87	31·06	23·89	9·77	33·68
4th quarter	15·03	6·95	22·01	14·74	8·87	30·92	24·00	9·59	33·60
1963 1st quarter	15·11*	7·04*	22·16*	14·86*	9·09	31·23*	23·96*	9·60	33·58*
2nd quarter	16·23	7·63	23·83	15·89	9·32	33·13	25·77	9·99	35·75
3rd quarter	16·75	7·59	24·31	16·26	9·78	34·08	26·77	10·05	36·79
4th quarter	17·37	7·86	25·27	16·65	9·91	35·23	27·14	10·27	37·42
1964 1st quarter	18·01	8·08	26·09	17·44	10·29	36·35	28·08	10·61	38·71
2nd quarter	18·50	8·48	26·95	18·14	10·40	37·34	29·23	11·05	40·28
3rd quarter	18·49	8·70	27·14	18·28	10·32	37·44	28·97	11·34	40·30
4th quarter	19·49	9·03	28·59	19·19	10·76	39·42	29·81	11·61	41·41
1965 1st quarter	19·57*	8·70*	28·27*	19·64*	10·67	38·89*	29·81*	11·57	41·41*
2nd quarter	20·58	9·45	29·99	20·72	10·98	40·96	31·71	12·10	43·80
3rd quarter	21·09	9·42	30·47	20·87	11·01	41·45	32·35	12·12	44·44
4th quarter	22·20	9·42	31·69	21·51	11·37	43·16	33·43	11·94	45·38
1966 1st quarter	22·83	9·47	32·30	22·50	11·65	43·89	34·68	12·51	47·23
2nd quarter	23·07	9·75	32·80	22·70	11·75	44·53	35·04	12·25	47·29
3rd quarter	23·32	10·35	33·62	23·24	11·81	45·39	35·93	12·83	48·71
4th quarter	23·86	10·45	34·38	24·17	11·84	46·34	36·07	13·04	49·11
1967 1st quarter	24·56	10·56	35·13	24·89	12·06	47·12	36·84	13·31	50·20
2nd quarter	24·92	10·67	35·56	25·05			37·25		

(a) Excluding United States Special Category exports (see Definitions).
(b) Exports of manufactures by the main manufacturing countries (see Definitions).
p Provisional.
* Significantly affected by a dock strike in the United States.
Note: Because all series are seasonally adjusted independently, the sum of the component series does not necessarily equal the total.

change in the second quarter for the fourth quarter running. A further increase in output in Italy was off-set by further falls in France and Germany. Production in both France and Germany, however, increased in the third quarter.

Definitions

In this article the *industrial countries* comprise all members of the OECD, including the United States, Canada and Japan. All other countries are described as *primary producers*. The Soviet Union, Albania, Bulgaria, Czechoslovakia, East Germany, Hungary, Poland, Rumania, Cuba and the People's Republic of China are excluded as reporting countries, but are included as markets for exports and as suppliers of imports.

Manufactures are the products defined by Sections 5 to 8 inclusive of the SITC. The *main manufacturing countries* are the 12 countries shown in Table 4. In 1965 these countries exported 95 per cent of all exports of manufactures from the industrial countries.

The figures of exports in Tables 1 and 4 exclude United States 'special category' exports, for which no destination information was issued in past years by the United States authorities. Many classes of goods were removed from the special category at the beginning of 1965, introducing discontinuities into the series. United States exports in 1964 of manufactures which have since been removed from the special category are estimated to have totalled approximately $1,030 million.

Table 2: Exports from industrial countries

Quarters or quarterly averages seasonally adjusted.

US $ thousand million

	Exports (f.o.b.) from									
	United States (a)	Canada	Japan	European OECD	United Kingdom	EEC	German Federal Republic	France	Italy	European OECD Intra-trade
1960	4·91	1·39	1·01	12·50	2·65	7·43	2·86	1·72	0·92	6·83
1961	5·05	1·46	1·06	13·43	2·77	8·09	3·17	1·81	1·05	7·72
1962	5·24	1·49	1·23	14·15	2·84	8·56	3·32	1·84	1·18	8·53
1963	5·61	1·62	1·36	15·44	3·06	9·40	3·65	2·02	1·27	9·59
1964	6·42	1·93	1·67	17·36	3·20	10·65	4·05	2·25	1·49	10·90
1965	6·67	2·03	2·11	19·24	3·43	11·98	4·47	2·51	1·80	12·05
1966	7·35	2·39	2·45	21·03	3·67	13·16	5·03	2·73	2·01	13·11
1962 1st quarter	5·15	1·47	1·15	13·92	2·76	8·44	3·24	1·86	1·16	8·25
2nd quarter	5·45	1·46	1·21	14·12	2·88	8·51	3·33	1·78	1·19	8·42
3rd quarter	5·36	1·49	1·28	14·23	2·86	8·61	3·35	1·84	1·17	8·64
4th quarter	5·07	1·51	1·26	14·36	2·87	8·73	3·35	1·88	1·20	8·80
1963 1st quarter	5·08*	1·55	1·26	14·33	2·95	8·61	3·28	1·87	1·22	8·75
2nd quarter	5·66	1·58	1·31	15·40	3·02	9·45	3·62	2·07	1·28	9·53
3rd quarter	5·72	1·59	1·38	15·81	3·11	9·64	3·75	2·06	1·29	9·84
4th quarter	5·95	1·76	1·47	16·03	3·14	9·77	3·83	2·08	1·31	10·12
1964 1st quarter	6·20	1·82	1·45	16·88	3·18	10·35	4·01	2·24	1·37	10·60
2nd quarter	6·24	1·95	1·60	17·03	3·17	10·41	3·99	2·21	1·45	10·80
3rd quarter	6·45	1·98	1·69	17·20	3·16	10·58	3·99	2·19	1·54	10·75
4th quarter	6·73	1·90	1·88	18·03	3·27	11·08	4·19	2·32	1·55	11·27
1965 1st quarter	5·59*	1·90	2·04	18·56	3·34	11·54	4·40	2·35	1·70	11·65
2nd quarter	6·94	1·97	2·13	18·78	3·31	11·71	4·38	2·48	1·78	11·76
3rd quarter	6·92	2·05	2·18	19·46	3·48	12·08	4·47	2·58	1·80	12·12
4th quarter	7·09	2·15	2·10	20·10	3·59	12·51	4·66	2·64	1·85	12·65
1966 1st quarter	7·22	2·32	2·37	20·30	3·63	12·60	4·79	2·66	1·93	12·83
2nd quarter	7·26	2·33	2·38	20·84	3·45†	13·17	4·94	2·78	2·04	13·12
3rd quarter	7·45	2·42	2·46	21·24	3·71	13·32	5·15	2·76	2·00	13·08
4th quarter	7·49	2·47	2·57	21·65	3·87	13·51	5·27	2·71	2·07	13·31
1967 1st quarter	7·79	2·67	2·57	22·25	3·91	13·93	5·35	2·80	2·20	13·67
2nd quarter	7·79	2·70	2·58	22·20	3·77	13·91	5·40	2·84	2·16	13·70
3rd quarter	7·86		2·69		3·70	13·78	5·39	2·83	2·09	

(a) Excluding Department of Defence shipments.
* Significantly affected by a dock strike.
† Significantly affected by the seamen's strike.

Table 3: Imports into industrial countries

Quarters or quarterly averages, seasonally adjusted.

US $ thousand million

	Imports (c.i.f.) into								
	United States (a)	Canada (a)	Japan	European OECD	United Kingdom	EEC	German Federal Republic	France	Italy
1960	3·66	1·42	1·12	13·83	3·26	7·40	2·54	1·57	1·19
1961	3·59	1·43	1·45	14·70	3·18	8·04	2·74	1·67	1·31
1962	4·06	1·46	1·41	16·02	3·24	8·93	3·07	1·88	1·52
1963	4·25	1·52	1·69	17·81	3·49	10·11	3·26	2·18	1·90
1964	4·65	1·74	1·99	20·08	3·99	11·23	3·65	2·52	1·81
1965	5·32	2·00	2·04	21·78	4·03	12·25	4·37	2·59	1·84
1966	6·34	2·28	2·38	23·58	4·17	13·42	4·57	2·97	2·14
1962 1st quarter	3·94	1·51	1·49	15·68	3·17	8·78	3·06	1·87	1·51
2nd quarter	4·03	1·46	1·39	15·71	3·23	8·75	3·06	1·78	1·47
3rd quarter	4·18	1·49	1·37	16·30	3·32	9·05	3·04	1·95	1·60
4th quarter	4·08	1·39	1·38	16·50	3·24	9·22	3·13	1·94	1·66
1963 1st quarter	4·03*	1·44	1·48	16·38	3·27	9·28	3·11	1·97	1·66
2nd quarter	4·20	1·48	1·61	17·74	3·43	10·04	3·27	2·17	1·90
3rd quarter	4·41	1·55	1·75	18·31	3·56	10·40	3·30	2·22	2·05
4th quarter	4·36	1·61	1·90	18·61	3·68	10·51	3·20	2·38	1·99
1964 1st quarter	4·41	1·67	1·98	19·68	3·94	11·07	3·39	2·49	2·03
2nd quarter	4·54	1·75	1·97	19·90	4·01	11·11	3·46	2·51	1·88
3rd quarter	4·73	1·74	1·92	19·96	3·99	11·07	3·74	2·51	1·61
4th quarter	4·84	1·76	2·07	20·49	4·01	11·46	3·97	2·52	1·68
1965 1st quarter	4·75*	1·85	1·98	20·61	3·84	11·51	4·13	2·45	1·72
2nd quarter	5·39	1·93	2·09	21·53	4·06	11·97	4·33	2·51	1·76
3rd quarter	5·23	2·02	2·05	22·21	4·09	12·48	4·49	2·63	1·90
4th quarter	5·88	2·17	2·07	22·81	4·11	13·02	4·54	2·76	1·98
1966 1st quarter	5·99	2·21	2·23	23·28	4·25	13·09	4·58	2·82	2·05
2nd quarter	6·22	2·30	2·29	23·28	4·16†	13·23	4·54	2·92	2·06
3rd quarter	6·65	2·33	2·41	23·86	4·31	13·54	4·46	3·06	2·18
4th quarter	6·62	2·48	2·60	23·86	3·95	13·68	4·47	3·13	2·29
1967 1st quarter	6·68	2·46	2·73	24·11	4·40	13·56	4·25	3·17	2·33
2nd quarter	6·53	2·58	2·84	24·05	4·50	13·40	4·24	2·96	2·35
3rd quarter	6·61		2·92		4·34	13·59	4·29	3·11	2·45

(a) Canadian and United States imports are valued f.o.b.
* Significantly affected by a dock strike.
† Significantly affected by the seamen's strike.

(Continued on next page)

INDUSTRIAL COUNTRIES TRADE AND PRODUCTION, *continued*

Table 4: Exports of manufactures by the main manufacturing countries

Quarters or quarterly averages — US $ thousand million. Percentage increase over a year earlier in brackets.

	United Kingdom (seasonally adjusted)	German Federal Republic	Belgium-Luxembourg	France	Italy	Netherlands	Sweden	Switzerland	United States (a)	Canada	Japan	Total (a) (seasonally adjusted)
1960. . .	2·14 (6·4)	2·53 (16·8)	0·77 (14·3)	1·27 (21·3)	0·68 (34·4)	0·53 (12·2)	0·40 (17·9)	0·43 (11·5)	2·83 (17·7)	0·63 (5·3)	0·90 (18·8)	13·11 (15·4)
1961. . .	2·24 (4·6)	2·80 (10·6)	0·79 (3·4)	1·30 (2·9)	0·79 (16·7)	0·58 (9·0)	0·45 (11·9)	0·47 (8·8)	2·84 (0·1)	0·63 (0·2)	0·94 (4·5)	13·83 (5·5)
1962. . .	2·29 (2·2)	2·93 (4·7)	0·87 (9·9)	1·35 (3·6)	0·88 (11·5)	0·61 (6·4)	0·50 (10·9)	0·51 (8·5)	2·98 (5·1)	0·66 (4·5)	1·09 (15·6)	14·67 (6·1)
1963. . .	2·45 (7·0)	3·23 (10·0)	0·96 (9·8)	1·46 (8·2)	0·97 (10·3)	0·68 (10·7)	0·55 (10·3)	0·55 (8·1)	3·14 (5·3)	0·71 (7·4)	1·23 (13·0)	15·91 (8·5)
1964. . .	2·59 (5·6)	3·60 (11·5)	1·13 (18·4)	1·62 (10·8)	1·17 (20·2)	0·83 (22·9)	0·62 (13·8)	0·60 (9·7)	3·73 (18·7)	0·86 (21·3)	1·52 (23·4)	18·26 (14·8)
1965. . .	2·80 (8·2)	3·98 (10·5)	1·30 (14·8)	1·83 (13·2)	1·40 (20·3)	0·91 (9·6)	0·69 (9·8)	0·67 (11·9)	4·21 (5·5)	0·95 (10·8)	1·94 (28·2)	20·69 (11·7)
1966. . .	2·98 (6·9)	4·50 (13·2)	1·40 (7·7)	1·99 (8·7)	1·60 (14·3)	1·00 (9·5)	0·76 (11·4)	0·75 (10·6)	4·69 (11·3)	1·20 (26·5)	2·26 (16·3)	23·14 (11·9)
1967 (First half).	3·14 (9·6)	4·78 (11·2)	1·47 (6·5)	2·13 (5·8)	1·75 (10·9)	1·07 (8·5)	0·85 (12·4)	0·77 (7·2)p	5·22 (11·8)	1·43 (25·9)p	2·26 (10·1)	24·95 (10·5)
1962 1st quarter.	2·23	2·79	0·88	1·38	0·85	0·60	0·48	0·48	2·93	0·61	0·90	14·27
2nd quarter	2·33	2·93	0·89	1·33	0·86	0·61	0·53	0·49	3·18	0·65	1·06	14·71
3rd quarter	2·31	2·88	0·83	1·23	0·84	0·59	0·44	0·49	2·83	0·67	1·18	14·96
4th quarter	2·29	3·14	0·89	1·46	0·96	0·65	0·54	0·57	2·98	0·70	1·21	14·74
1963 1st quarter.	2·38	2·86	0·86	1·38	0·91	0·61	0·49	0·50	2·87*	0·63	1·01	14·86*
2nd quarter	2·41	3·20	0·99	1·55	0·95	0·69	0·52	0·54	3·30	0·73	1·17	15·89
3rd quarter	2·48	3·25	0·94	1·35	0·98	0·69	0·54	0·52	2·99	0·70	1·29	16·26
4th quarter	2·53	3·60	1·04	1·55	1·05	0·73	0·65	0·63	3·40	0·77	1·44	16·65
1965 1st quarter.	2·56	3·43	1·11	1·62	1·03	0·78	0·55	0·55	3·57	0·76	1·17	17·44
2nd quarter	2·57	3·60	1·13	1·65	1·16	0·82	0·65	0·60	3·78	0·87	1·43	18·14
3rd quarter	2·58	3·43	1·07	1·45	1·20	0·82	0·55	0·58	3·53	0·89	1·58	18·28
4th quarter	2·64	3·93	1·22	1·76	1·27	0·91	0·74	0·68	4·03	0·91	1·89	19·19
1965 1st quarter.	2·71	3·86	1·28	1·73	1·32	0·87	0·66	0·61	3·66*	0·84	1·67	19·64*
2nd quarter	2·72	3·87	1·26	1·87	1·41	0·90	0·67	0·66	4·58	1·00	1·96	20·72
3rd quarter	2·84	3·84	1·25	1·70	1·37	0·89	0·62	0·66	4·03	0·92	2·05	20·87
4th quarter	2·92	4·34	1·41	2·02	1·50	0·99	0·79	0·78	4·57	1·04	2·11	21·51
1966 1st quarter.	2·93	4·22	1·36	1·93	1·50	0·94	0·73	0·69	4·55	1·08	1·93	22·50
2nd quarter	2·80†	4·38	1·40	2·10	1·65	1·03	0·78	0·74	4·79	1·18	2·17	22·70
3rd quarter	3·07	4·45	1·28	1·82	1·57	0·98	0·66	0·72	4·45	1·15	2·35	23·24
4th quarter	3·17	4·96	1·57	2·11	1·69	1·05	0·88	0·83	4·95	1·40	2·60	24·17
1967 1st quarter.	3·20	4·66	1·47	2·08	1·73	1·05	0·78	0·74	5·10	1·36p	2·13	24·89
2nd quarter	3·08	4·91	1·46	2·18	1·77	1·08	0·92	0·79p	5·34	1·49p	2·39	25·05p
3rd quarter	3·01											

(a) Excluding United States Special Category exports (see Definitions). The discontinuity between 1964 and 1965 has been allowed for in calculating the percentage increases.
*Significantly affected by a docks strike in the United States.
†Significantly affected by the seamen's strike.
p Provisional.

Table 5: Index numbers of industrial production

Seasonally adjusted — 1960 = 100

	Industrial countries	United States	European OECD	United Kingdom	EEC	France	German Federal Republic	Italy	Japan
1960	100	100	100	100	100	100	100	100	100
1961	104	101	105	100	107	106	106	111	119
1962	111	109	110	101	113	112	111	122	129
1963	117	114	116	105	119	117	115	132	142
1964	125	122	124	113	127	126	125	134	166
1965	134	132	129	116	133	128	132	140	174
1966	144	144	135	118	139	137	134	156	195
1962 1st quarter	108	107	107	100	111	110	108	120	129
2nd quarter	110	109	109	102	112	111	111	120	130
3rd quarter	111	110	110	102	114	113	112	122	129
4th quarter	111	110	110	101	115	114	113	125	128
1963 1st quarter	112	111	109	101	113	110	110	127	131
2nd quarter	115	114	114	104	119	117	115	132	138
3rd quarter	118	116	116	107	121	121	116	134	146
4th quarter	120	116	119	109	123	123	119	136	154
1964 1st quarter	122	118	122	112	126	126	122	137	160
2nd quarter	124	121	122	112	126	127	124	134	164
3rd quarter	126	123	123	113	127	126	125	131	169
4th quarter	127	124	125	115	129	125	128	133	172
1965 1st quarter	131	129	127	116	130	125	131	134	174
2nd quarter	132	131	128	116	131	127	132	139	173
3rd quarter	134	133	129	116	132	129	131	142	175
4th quarter	136	135	131	117	135	133	133	145	175
1966 1st quarter	140	140	133	119	137	134	135	151	182
2nd quarter	142	143	134	118	139	136	136	154	190
3rd quarter	144	145	134	118	139	139	133	158	198
4th quarter	145	146	134	115	139	140	131	162	209
1967 1st quarter	145	144	134	116	139	139	129	166	218
2nd quarter	145	143	134	116	139	138	128	170	228
3rd quarter		144		116		141	130		235

Census of Production for 1968

THE NEXT detailed Census of Production will be taken in 1969, in respect of business done in 1968. A detailed census of this kind is now taken only once in five years, the last one having related to 1963. The Censuses of Production for the years from 1964 to 1966 were of a very simple character – only a sample of businesses were approached and questions were restricted to capital expenditure and stocks – as will be the census to be taken next year relating to 1967.

The census of production provides much of the comprehensive information about industry needed for the efficient collection of the up-to-date statistics which appear regularly in various Government publications. It is for example the basis for the monthly index of production and for the indices of wholesale prices, as well as for current statistics of investment and stock building. Much of the data for the construction of input-output tables is obtained from the census.

The Census for 1968 will include, *inter-alia*, questions about the different classes of goods brought and sold and also questions about certain business expenses. Full particulars will be required only from larger firms employing 25 or more persons. Small firms employing fewer than 25 persons will be required to make a return stating the number of persons employed and the nature of their business. Exceptionally, in a few industries in which they constitute a substantial proportion of total output, a sample of small firms will be asked to complete a simplified version of the standard form.

Specimen copies of the forms to be completed by larger firms are being issued shortly in order to give an indication of the details which will be required when the forms for completion are sent out in January 1969. Due to the revision of the Standard Industrial Classification which is now being undertaken, some firms may receive a specimen form different in industry title and general content from that received in previous censuses.

The scope of the Census for 1968 (which will be similar to that of the Census for 1963) and the information to be obtained were considered and approved by a Census of Production Advisory Committee appointed by the President of the Board of Trade. In addition, the detailed purchases and sales headings included in the forms were agreed after consultation with the trade associations representing the firms in the industries concerned. The questions to be included in the census forms will cover the following topics:

1. Details of business; 2. Working proprietors; 3. Employment; 4. Wages and salaries; 5. Stocks; 6. Capital expenditure; 7. Work done by other firms, transport costs and certain other expenses; 8. Details of purchases; 9. Details of sales and work done.

The detailed information asked for in each of the sections will be very similar to that asked for in the 1963 Census of Production, except in the case of 3 from which questions about employers' National Insurance contributions and payments to superannuation and other pension funds have now been excluded. This latter information will be collected by the Ministry of Labour in its 'Survey of employers' labour costs in 1968', details of which were published in the September edition of the Ministry of Labour Gazette.

There are two innovations in the 1968 Census worthy of mention. A question has been included asking firms whether they will agree to their names being included in lists showing those firms which contributed to the sales of major products of each census industry. It is felt that such lists will be of benefit to many people, particularly those engaged in market research. Another question has been included in the forms asking for the amount of sales made direct to the general public. This information will be of great help in approving the basis for the Government's estimates of consumers' expenditure.

Because of the increasing importance of industrial information for regions and localities the Board of Trade intend, save in exceptional cases, to obtain a separate census return for each establishment. It is hoped that firms will co-operate in providing data in this way.

The Board of Trade will be glad to provide any further explanation that may be required about the arrangements for the census. Inquiries should be addressed to the Board of Trade, Census Office, Lime Grove, Eastcote, Ruislip, Middlesex, or by telephone to 01-866 8771, Ext. 125.

Economic Trends: November 1967

THE NOVEMBER issue of *Economic Trends* was published by the Central Statistical Office on Thursday, November 30 (HMSO, price 7s. 0d.). It includes an article by the Board of Trade on Patterns of Company Finance. In this the accounts of exempt private companies are analyzed for the first time, so that a fuller picture is provided of the company sector as a whole than has been available hitherto.

In addition there is the regular monthly article by HM Treasury on the economic situation; the 'General Assessment' from this article was published in the *Journal* on November 17.

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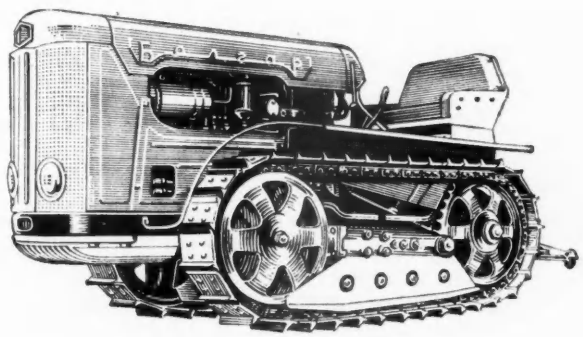

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UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for October

United Kingdom import and export unit value index numbers

TABLE 1

(1961 = 100)

	IMPORTS						EXPORTS						
								Manufactured Goods					
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other	(1) TERMS OF TRADE
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141	
1955	108	109	108	112	106	92	106	90	114	95	93	85	89	86
1956	110	109	111	119	107	95	112	93	113	94	99	88	92	87
1957	111	109	115	138	100	100	122	96	114	96	102	92	94	89
1958	103	104	100	120	96	99	108	97	109	96	103	95	94	96
1959	102	105	98	111	98	98	103	97	108	92	99	97	95	96
1960	102	104	101	104	101	100	102	99	104	96	101	99	97	97
1961	100	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964	107	115	103	95	105	106	107	106	101	107	106	107	105	99
1965	107	113	102	90	109	108	104	109	104	109	113	110	108	102
1966	109	114	103	84	114	112	104	114	106	111	119	114	113	103
1964 1st quarter	107	118	102	96	103	105	107	105	101	105	104	106	104	98
2nd quarter	[illegible]	115	103	96	104	106	108	105	101	107	105	107	104	99
3rd quarter	106	113	103	94	106	107	108	107	101	107	107	107	106	101
4th quarter	107	113	103	94	108	107	106	107	102	108	110	108	105	100
1965 1st quarter	107	115	102	93	108	108	106	108	103	109	111	109	106	100
2nd quarter	107	114	102	92	108	108	104	109	104	110	112	109	108	101
3rd quarter	106	112	102	90	109	109	103	110	105	108	114	110	109	102
4th quarter	107	113	102	89	110	109	103	111	105	109	114	111	110	102
1966 1st quarter	108	113	104	88	112	111	104	112	105	110	118	112	111	102
2nd quarter	110	117	105	87	114	113	105	114	108	111	121	114	113	102
3rd quarter	109	114	103	84	116	113	104	115	108	111	122	115	113	104
4th quarter	109	114	102	83	116	113	102	115	106	111	119	116	115	104
1967 1st quarter	108	115	100	82	116	114	102	116	106	112	119	117	116	105
2nd quarter	107	114	99	81	114	114	101	116	106	113	119	118	116	106
3rd quarter	108	111	97	100	115	115	101	117	107	111	120	119	116	106
1965 October	107	112	103	89	110	109	102	110	105	109	114	111	110	102
November	107	113	102	89	111	109	102	110	105	108	115	111	110	102
December	107	113	103	88	110	110	103	111	105	109	114	111	111	102
1966 January	107	112	103	89	112	110	104	111	105	109	116	112	111	103
February	108	113	104	89	112	111	105	112	105	110	117	112	112	102
March	109	115	104	88	114	112	105	113	106	111	120	113	112	102
April	110	116	104	88	114	112	105	113	108	110	120	113	113	102
May	110	118	105	87	113	112	104	114	108	111	121	114	111	102
June	110	117	105	85	115	113	105	114	108	112	121	114	114	103
July	109	113	104	84	116	113	106	115	108	111	123	115	113	104
August	109	113	103	84	116	113	105	115	108	111	122	115	113	104
September	109	115	102	84	116	113	103	115	107	110	122	115	114	104
October	108	113	102	84	114	113	103	115	106	111	120	116	114	105
November	109	114	101	83	117	113	102	115	107	111	118	116	115	104
December	109	115	101	83	117	113	101	115	105	112	119	117	115	104
1967 January	109	115	101	83	116	114	102	116	105	111	120	117	116	105
February	109	115	99	82	117	114	101	115	107	112	118	117	116	105
March	108	114	100	81	115	114	102	115	107	112	118	117	116	105
April	108	115	100	81	114	114	100	116	106	111	118	117	116	105
May	107	115	99	81	113	114	101	116	106	113	118	118	116	106
June	106	113	98	81	114	114	102	116	105	114	119	118	115	107
July	107	111	97	91	114	114	101	116	106	112	120	119	114	107
August	108	110	97	104	115	115	101	117	107	110	119	119	116	106
September	109	112	97	105	115	115	101	117	107	111	120	120	116	106
October	110	114	97	102	117	116	101	118	109	111	121	120	116	105

(1) Export Unit Value Index as a percentage of the Import Unit Value Index.

UNIT VALUE AND VOLUME INDEX NUMBERS

THERE WAS a further rise, of 1 per cent, in the import unit value index in October. In the last three months, August to October, the index was 2 per cent higher than in the previous three months. The recent moderate rise in the export unit value index continued into October, and for the three months August-October the index was 1 per cent higher than in the previous three months. With import prices increasing faster than export prices, the terms of trade were about 1 per cent less favourable in the latest three months, though they remained 2 per cent more favourable than the average for last year.

The rise in the import unit value index in October, as in the previous month, was mainly attributable to increases in the food, beverages and tobacco group (in October, mainly seasonally higher tea prices), but there was also a marked rise in the unit value of non-ferrous metals, largely because of the effect of strikes in America on copper prices. Unit values of oil imports eased back a little in October after their 30 per cent rise between June and September arising from the Middle East situation. Trends in import prices in coming months can be expected to reflect higher sterling prices of imported goods following the devaluation of sterling on November 18.

There has been a gradual rise in export unit values this year; the increase in the index in the first ten months of this year was about 2 per cent compared with a year earlier. The rise compared with last year was mainly in machinery and transport equipment but more recently chemicals and non-ferrous metals have also contributed to the increase.

Trends in the volume of trade are discussed in the quarterly articles which analyse United Kingdom trade in more detail than in the monthly commentaries.

Note:

This series of index numbers based on 1961 = 100 was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion of trade in diamonds and precious stones in the United Kingdom import and export statistics.

United Kingdom import and export volume index numbers (unadjusted)

TABLE 2

(1961 = 100)

	IMPORTS					EXPORTS							
								Manufactured Goods					
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141
1955	80	88	102	75	62	87	85	85	65	135	86	82	87
1956	80	90	99	71	62	91	89	91	69	129	97	89	87
1957	83	93	103	70	66	93	88	93	74	128	100	91	87
1958	84	98	92	76	67	89	88	89	71	109	93	90	84
1959	90	98	98	88	76	93	90	92	81	109	99	92	89
1960	101	100	107	96	100	97	92	97	93	109	98	97	93
1961	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	103	104	96	112	103	102	110	101	107	99	100	100	102
1963	107	102	101	119	112	108	120	106	113	101	100	107	110
1964	119	104	108	128	136	111	115	111	126	105	102	107	123
1965	120	102	107	140	137	117	121	117	131	104	109	114	128
1966	123	101	102	154	146	121	128	120	139	97	104	120	34
1965 1st quarter	116	96	107	147	128	112	111	112	129	103	101	110	123
2nd quarter	121	101	109	141	142	119	117	120	134	105	115	118	131
3rd quarter	120	104	109	133	137	113	121	112	127	104	106	108	122
4th quarter	123	109	106	146	141	124	134	122	132	104	113	120	138
1966 1st quarter	128	105	105	155	154	123	130	123	134	98	102	125	139
2nd quarter	123	98	98	151	152	116	121	116	131	91	100	118	123
3rd quarter	124	101	109	155	145	115	116	115	134	94	96	114	135
4th quarter	118	102	97	161	133	131	146	129	155	105	118	125	143
1967 1st quarter	134	106	98	180	167	128	135	127	155	101	113	124	143
2nd quarter	135	107	101	162	176	127	135	127	163	98	119	124	136
3rd quarter	126	100	104	105	156	112	123	111	140	86	103	102	140
1966 October	118	103	100	150	134	127	133	127	148	104	115	119	159
November	111	105	100	164	108	142	160	140	168	116	127	137	155
December	125	97	93	169	157	124	145	119	148	94	114	119	116
1967 January	144	107	111	192	181	129	133	129	159	106	114	127	140
February	122	103	85	172	146	126	147	125	156	99	109	122	140
March	135	108	99	177	173	128	124	128	150	98	116	125	149
April	132	102	94	171	175	125	129	126	164	96	114	122	140
May	136	108	104	179	169	132	139	131	163	100	130	132	124
June	137	111	106	137	184	125	138	124	161	98	113	118	144
July	122	100	102	108	159	122	130	122	145	92	114	118	141
August	130	101	114	160	160	108	108	109	132	85	96	100	143
September	125	99	97	181	149	106	131	103	143	82	100	88	136
October	129	91	94	200	164	95	111	93	110	75	84	83	130

(*Continued on next page*)

UNIT VALUE AND VOLUME, *continued*

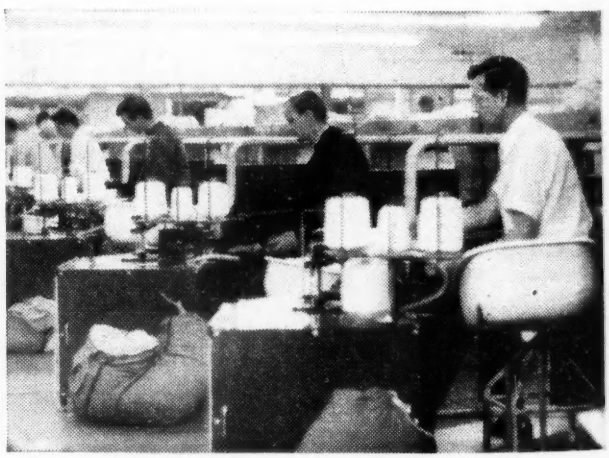
United Kingdom import and export volume index numbers (seasonally adjusted)

TABLE 3

(1961 = 100)

	IMPORTS							EXPORTS							
						Manufactured Goods				Manufactured Goods					
	Total	Total excl. US military aircraft, etc.	Food, Beverages and Tobacco	Basic Materials	Fuels	Total	Excl. US military aircraft, etc.	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division			0 and 1	2 and 4	3	5 to 8			0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000		327	222	106	337		1,000	125	843	86	65	123	428	141
1965 1st quarter	*114*		*93*	*108*	*144*	*125*		*116*	*116*	*115*	*131*	*104*	*105*	*111*	*132*
2nd quarter	*120*		*101*	*109*	*139*	*139*		*113*	*115*	*113*	*128*	*102*	*108*	*108*	*129*
3rd quarter	*122*		*108*	*108*	*131*	*142*		*118*	*126*	*117*	*131*	*106*	*112*	*115*	*122*
4th quarter	*122*		*106*	*104*	*146*	*141*		*121*	*126*	*121*	*132*	*103*	*110*	*122*	*131*
1966 1st quarter	*126*		*103*	*105*	*153*	*149*		*121*	*132*	*121*	*132*	*96*	*103*	*121*	*141*
2nd quarter	*121*		*98*	*98*	*149*	*149*		*114*	*124*	*113*	*131*	*92*	*98*	*113*	*126*
3rd quarter	*126*		*104*	*108*	*153*	*151*		*122*	*122*	*121*	*139*	*97*	*104*	*122*	*135*
4th quarter	*117*	*117*	*99*	*96*	*161*	*135*	*134*	*127*	*134*	*126*	*153*	*102*	*113*	*125*	*133*
1967 1st quarter	*130*	*130*	*105*	*98*	*177*	*158*	*157*	*130*	*141*	*128*	*155*	*104*	*117*	*123*	*150*
2nd quarter	*133*	*132*	*107*	*102*	*163*	*169*	*166*	*124*	*136*	*123*	*157*	*97*	*113*	*117*	*139*
3rd quarter	*128*	*127*	*103*	*102*	*147*	*163*	*160*	*119*	*130*	*117*	*145*	*90*	*111*	*109*	*140*
1966 October	*118*	*118*	*101*	*101*	*155*	*133*	*132*	*128*	*125*	*128*	*150*	*105*	*114*	*124*	*149*
November	*107*	*107*	*99*	*97*	*159*	*107*	*106*	*131*	*138*	*130*	*159*	*106*	*114*	*129*	*138*
December	*126*	*125*	*98*	*91*	*168*	*164*	*163*	*121*	*139*	*119*	*150*	*94*	*111*	*121*	*113*
1967 January	*134*	*134*	*104*	*103*	*183*	*165*	*165*	*136*	*144*	*134*	*164*	*114*	*122*	*127*	*156*
February	*131*	*130*	*111*	*96*	*181*	*153*	*153*	*131*	*154*	*129*	*160*	*104*	*116*	*125*	*147*
March	*125*	*125*	*100*	*96*	*166*	*154*	*153*	*122*	*124*	*122*	*139*	*94*	*114*	*116*	*147*
April	*137*	*136*	*108*	*102*	*175*	*176*	*171*	*126*	*136*	*126*	*162*	*97*	*112*	*121*	*145*
May	*132*	*131*	*107*	*105*	*173*	*161*	*157*	*126*	*139*	*124*	*153*	*98*	*120*	*121*	*132*
June	*130*	*130*	*106*	*99*	*141*	*171*	*169*	*119*	*133*	*118*	*155*	*96*	*108*	*110*	*139*
July	*124*	*123*	*103*	*101*	*112*	*161*	*158*	*124*	*145*	*121*	*150*	*93*	*115*	*116*	*138*
August	*129*	*128*	*102*	*104*	*148*	*167*	*164*	*118*	*119*	*119*	*144*	*91*	*110*	*113*	*141*
September	*132*	*131*	*105*	*103*	*180*	*162*	*160*	*113*	*125*	*111*	*142*	*87*	*108*	*99*	*139*
October	*128*	*127*	*93*	*98*	*195*	*162*	*159*	*96*	*103*	*94*	*111*	*75*	*83*	*87*	*121*

After fours months working in high temperatures and dust-laden atmosphere, the Muir-Hill F 5000 (5,000 lb. payload) front-wheel drive loading shovel has justified the confidence in Muir-Hill machines shown for many years by leading Spanish chemical fertilizer manufacturers, Industrias y Abonos de Navarro SA. The F 5000s at both the Pamplona and Lodosa factories have maintained normal working temperatures, even in the enclosed and difficult conditions shown in the photograph, taken at Pamplona.



***Detexomat Limited, High Wycombe**, manufacture automatic toe closers for ladies' hosiery, and last July received an order for approximately 90 units from one of the largest producers of ladies' stockings in the world, Schulte und Dieckhoff. This picture shows the installation of the first machines in the German factory at Rheine. The order will be completed early in 1968.*

Retail sales in October

Volume of sales

IN THE three months ended October, the volume of retail sales, after allowing for seasonal influences, was 2 per cent greater than in the preceding three months' period, thus establishing the higher level of sales that had previously been noted. The index number of the volume of sales in October was 112 (1961 = 100) but in unrounded terms it was very little different from the figures reported for the two previous months.

Although a higher level in the volume of sales was recorded for the last three months for food shops, it was in the non-food shops that the increase has been more striking. For non-food shops as a whole, retail sales in the three months ended October were, when seasonally adjusted, 3 per cent higher than in the three months ended July (the increase for durable goods shops being particularly marked), whereas the comparable increase for food shops was only 1 per cent in this period.

Table 1. Volume of retail sales seasonally adjusted (*)

Index numbers of sales per week (average 1961 prices) (a).

	All kinds of business	Food shops	Non-food shops
1966 2nd quarter	110	106	113
3rd quarter	109	106	111
4th quarter	109	106	110
1967 1st quarter	109	106	112
2nd quarter	109	106	111
3rd quarter	111	108	114
1966 September	107	106	109
October	108	106	109
November	109	106	111
December	109	107	110
1967 January	109	105	112
February	109	106	112
March	110	107	112
April	109	106	111
May	108	107	109
June	110	106	113
July	110	107	112
August	111	108	115
September	111	108	114
October	112	108	114

Table 2. Value of retail sales seasonally adjusted (*)

Index numbers of value of sales per week (current prices) (a).

1961 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
1966 2nd quarter	126	124	126	119	123	131
3rd quarter	125	125	126	120	120	131
4th quarter	126	126	125	120	118	131
1967 1st quarter	128	126	129	122	120	135
2nd quarter	127	127	126	118	121	133
3rd quarter	129	128	129	122	126	134
1966 September	124	125	123	117	116	128
October	125	125	124	116	119	132
November	126	126	126	123	117	131
December	126	128	125	120	117	131
1967 January	127	125	128	123	123	133
February	127	126	128	121	121	135
March	128	128	129	123	116	136
April	126	126	126	114	124	133
May	126	128	124	113	120	131
June	128	126	129	124	121	133
July	127	127	128	120	124	133
August	129	128	131	124	125	137
September	129	129	130	122	127	133
October	129	129	130	118	130	138

(*) All the series in this table are seasonally adjusted independently of each other. As was mentioned in the article in the *Board of Trade Journal* of July 6, 1962, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.

(†) Including department stores and mail order businesses.

Value of sales

Food shops

Total sales by food shops, by value, showed an increase in October on a year earlier of 3 per cent, much in line with recent experience.

The value of the sales of grocers, dairymen and bread and flour confectioners continued to maintain increases during the three months ended October of 3·5 per cent on the comparable period of 1966; the turnover of off-licence shops was maintained at 8 per cent on average above the figure for the comparable months of 1966; sale of butchers' shops, fishmongers and greengrocers, on the other hand, were relatively stable.

Clothing and footwear shops

In the three months ended October the seasonally adjusted index of the value of sales of clothing and footwear shops was about 1

(*Continued on next page*)

Table 3. Value of retail sales – Analysis by form of organization

October – Index numbers of values of sales per week (current prices), and percentage changes on a year earlier (a).

Figures for earlier periods appeared in the *Board of Trade Journals* of February 10, 1967, and August 11, 1967.

1961 = 100

	Total all retailers	Independent retailers	Multiple retailers	Co-operative societies
	%	%	%	%
ALL KINDS OF BUSINESS	131 +4	121 +2	152 +7	103 —1
FOOD SHOPS (h)	126 + 3	119 +1	163 + 8	101 —1
Grocers	129 + 3(f)	119 +1	175 + 9	97 —3(f)
Butchers	118 + 1	.. ..	.. ..	.. ..
Greengrocers, fruiterers	96 — 2	97 —1	98 + 1	71 —9
Fishmongers, poulterers	119 — 1	.. ..	.. ..	.. ..
Bread and flour confectioners	141 + 5(g)	137 +5	147 + 5	.. ..
Off-licences	146 + 8	131 +5	159 +10	.. ..
Dairymen	140 + 4	.. ..	.. ..	125 +5
NON-FOOD SHOPS	135 + 5	.. ..	.. ..	.. ..
Clothing and footwear shops	123 + 2	116 +1	135 + 4	101 —5
Footwear shops	126 + 2	130 +1	127 + 4	101 —5
Men's and boys' wear shops	112 Nil	103 Nil	123 Nil	81 —6
Women's, girls' and infants' wear, drapery and general clothing shops	127 + 3	117 +2	143 + 5	106 —4
Large (c)	—	133 +6	—	—
Medium (c)	—	125 +3	—	—
Small (c)	—	110 Nil	—	—
Durable goods shops	140 +10	123 +6	174 +15	120 +6
Furniture shops	129 + 6	125 +5	142 +11	—
Large (c)	—	119 +4	—	—
Medium and small (c)	—	127 +5	—	—
Other durable goods shops	152 +12	121 +8	187 +16	—
Electricity showrooms	161 +18	—	161 +18	—
Gas showrooms	254 +10	—	254 +10	—
Radio and television rental specialists	..	..	193 +12	—
Radio and electrical goods shops (including radio and cycle shops and pram-bulator shops)*	126 +12	—	—	—
Miscellaneous non-food shops (b)	129 + 3	..	..	..
Confectioners, tobacconists, newsagents	132 + 3	128 +3	158 + 5	—
Booksellers, stationers	..	154 +3	..	—
Chemists, photographic goods dealers (d)	121 + 1	115 +2	133 + 1	101 —3
Jewellers	124 + 3	125 +5	119 — 2	—
Leather goods, sports goods, toys and fancy goods shops	120 + 5	.. ..	.. ..	—
Ironmongers and hardware shops	124 + 3	124 +2	125 + 9	—
Other miscellaneous non-food shops	—	124 +4	—	—
Department stores	131 + 7	—	—	—
Mail order businesses	247 +11	—	—	—

*Rental specialists are no longer included in this kind of business.

Note: Revisions have been made to some of the earlier figures for multiple furniture retailers. Details can be obtained, on request, from the Board of Trade, Statistics Division, Room 363, Broadway Buildings, London, S.W.1.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-xii of this issue.

Table 4. Index numbers of sales per week, and percentage changes on a year earlier (a)

(i) Analysis by broad groups: value and volume.

1961 = 100

(Sales in 1961 £ million)	All kinds of business (£9,140)				Food shops (*h*) (£4,154)				Non-food shops: Total (£4,986)			
	Value		Volume*		Value		Volume*		Value		Volume*	
1964 Year	113	+5	106	+2	112	+5	103	+1	114	+6	108	+4
1965 Year	120	+6	108	+2	119	+6	104	+1	122	+6	111	+3
1966 Year	125	+4	109	+1	124	+5	106	+2	126	+3	112	+1
1965 4th quarter	139	+6	124	+2	127	+6	110	+2	148	+5	134	+2
1966 1st quarter	115	+5	102	+2	120	+5	104	+2	111	+5	100	+3
2nd quarter	122	+5	106	+2	123	+6	105	+2	121	+4	108	+2
3rd quarter	122	+3	106	+1	122	+4	103	+2	121	+3	107	Nil
4th quarter	142	+3	123	Nil	132	+4	112	+1	150	+2	132	—2
1967 1st quarter	118	+3	101	Nil	124	+4	104	+1	113	+2	99	—1
2nd quarter	123	+1	105	—1	126	+2	105	Nil	121	Nil	106	—2
3rd quarter	125	+3	108	+2	125	+2	105	+2	125	+3	109	+2
1967 August	123	+2	106	+2	126	+2	107	+2	121	+3	106	+2
September	125	+4	108	+4	123	+3	104	+2	126	+5	110	+5
October	131	+4	113	+3	126	+3	107	+2	135	+5	118	+4
1967 Year to date†		+2		+1		+3		+1		+2		Nil

(Sales in 1961 £ million)	Non-food shops: Clothing and footwear shops (£1,384)		Durable goods shops (£956)		Miscellaneous non-food shops (*b*) (£1,962)		Department stores (£457)		Mail order businesses (£227)	
1964 Year	110	+4	116	+7	114	+6	113	+5	142	+17
1965 Year	117	+6	121	+4	122	+7	118	+4	165	+16
1966 Year	120	+2	120	—1	128	+5	120	+2	184	+11
1965 4th quarter	146	+4	140	+3	145	+6	151	+3	219	+13
1966 1st quarter	99	+4	116	+1	113	+7	105	+5	162	+16
2nd quarter	118	+3	114	+2	122	+6	111	+3	176	+14
3rd quarter	114	+1	117	—1	126	+5	114	+1	160	+8
4th quarter	148	+2	135	—4	150	+3	150	Nil	237	+8
1967 1st quarter	101	+2	114	—2	116	+3	105	+1	170	+5
2nd quarter	116	—1	113	—1	122	+1	111	Nil	186	+6
3rd quarter	116	+2	123	+5	129	+2	118	+4	167	+4
1967 August	110	Nil	119	+6	130	+2	103	+4	156	+6
September	117	+5	126	+10	127	+3	119	+7	186	+4
October	123	+2	140	+10	129	+3	131	+7	247	+11
1967 Year to date†		+1		+2		+2		+2		+6

(ii) Analysis by kind of business: value only.

(Sales in 1961 £ million)	Food shops: Grocers (*f*) (£2,397)		Butchers (£637)		Greengrocers, fruiterers (£323)		Fishmongers, poulterers (£81)		Bread and flour confectioners (*g*) (£196)		Off-licences (£139)		Dairymen (£367)		Clothing and footwear shops: Footwear shops (£229)		Men's and boys' wear shops (£281)		Women's wear shops (£874)	
1964 Year	112	+4	109	+6	103	+3	115	+7	119	+6	123	+8	118	+7	109	+3	111	+4	111	+4
1965 Year	119	+6	113	+4	107	+4	120	+4	126	+6	135	+10	127	+7	114	+5	117	+5	118	+6
1966 Year	125	+5	116	+3	113	+6	120	+1	132	+4	146	+8	132	+5	117	+2	120	+3	120	+2
1965 4th quarter	127	+7	121	+1	99	+3	125	+2	132	+6	207	+11	133	+8	137	+3	142	+4	149	+4
1966 1st quarter	121	+6	117	+2	104	+5	118	+1	127	+5	119	+9	131	+7	92	+5	105	+5	99	+4
2nd quarter	124	+6	112	+3	127	+7	123	+2	131	+4	122	+11	132	+6	123	+2	119	+4	116	+2
3rd quarter	123	+5	112	+3	115	+5	117	Nil	131	+3	127	+10	131	+3	113	Nil	114	+2	114	+1
4th quarter	133	+4	124	+3	106	+6	124	—1	137	+4	218	+5	136	+2	139	+2	143	Nil	152	+2
1967 1st quarter	125	+4	119	+2	109	+4	120	+2	132	+4	128	+7	135	+3	94	+3	105	Nil	101	+2
2nd quarter	127	+2	114	+2	125	—2	119	—3	135	+3	127	+4	139	+5	118	—3	116	—3	116	Nil
3rd quarter	126	+3	111	—1	116	+1	114	—3	137	+4	134	+6	137	+5	115	+2	116	+2	116	+2
1967 August	129	+3	111	Nil	122	Nil	115	—5	137	+3	133	+9	135	+4	106	Nil	115	Nil	110	+1
September	125	+3	112	Nil	101	Nil	111	—3	137	+5	134	+7	137	+5	120	+5	110	+4	118	+5
October	129	+3	118	+1	96	—2	119	—1	141	+5	146	+8	140	+4	126	+2	112	Nil	127	+3
1967 Year to date†		+3		+1		+1		—1		+4		+6		+4		+1		Nil		+1

(Sales in 1961 £ million)	Durable goods shops: Furniture shops (£399)		Electricity showrooms (£55)		Gas showrooms (£49)		Radio and television rental specialists§ (£62)		Radio and electrical goods, etc., shops (*e*) (£310)		Miscellaneous non-food shops: Confectioners, tobacconists, newsagents (£794)		Booksellers, stationers‡ (£60)		Chemists, photographic goods dealers (*d*) (£259)		Jewellers (£80)		Leather, goods, sports goods, toys and fancy goods shops (£83)		Ironmongers and hardware shops (£235)		Other miscellaneous non-food shops (*i*) (£66)	
1964 Year	111	+8	128	+8	165	+21	147	+10	107	+1	113	+5	121	+9	114	+6	118	+12	112	+8	109	+2	113	
1965 Year	117	+5	124	—3	195	+18	160	+9	107	Nil	122	+8	133	+10	120	+5	126	+7	123	+9	114	+4	118	+5
1966 Year	116	—2	119	—4	187	—4	173	+8	107	Nil	130	+6	144	+9	127	+6	130	+3	130	+6	119	+4	121	+3
1965 4th quarter	135	+4	137	—9	212	+6	164	+8	131	+2	136	+8	180	+11	143	+5	184	+6	179	+10	127	+4	126	+2
1966 1st quarter	109	+2	109	—14	177	—7	182	+12	104	+2	122	+9	135	+11	109	+7	102	+5	91	+9	111	+6	116	Nil
2nd quarter	114	+1	113	—4	173	—1	169	+8	96	+3	125	+7	121	+9	121	+6	109	+6	109	+6	117	+4	127	+3
3rd quarter	114	—1	117	Nil	190	—6	169	+8	101	Nil	131	+6	132	+9	129	+6	125	+4	133	+6	117	+5	113	+5
4th quarter	126	—7	137	Nil	207	—3	171	+4	128	—2	142	+4	191	+6	149	+4	185	Nil	186	+4	131	+3	130	+4
1967 1st quarter	103	—5	117	+8	186	+5	191	+5	102	—1	126	+4	140	+4	110	+1	103	+1	93	+3	113	+2	118	+2
2nd quarter	108	—5	124	+10	185	+7	178	+6	97	+1	127	+1	127	+5	122	+1	108	—1	107	—2	117	Nil	128	+1
3rd quarter	114	Nil	138	+19	211	+10	185	+10	110	+9	133	+2	139	+5	133	+3	126	+1	134	+1	120	+2	117	+3
1967 August	109	+1	132	+22	205	+10	184	+11	106	+10	134	+1	138	+5	137	+2	129	+2	142	+1	123	+4	113	+3
September	114	+6	141	+22	225	+14	189	+12	112	+13	131	+3	144	+6	126	+5	128	+5	137	+3	119	+3	121	+4
October	129	+6	161	+18	254	+10	193	+12	126	+12	132	+3	154	+3	121	+1	124	+3	120	+5	124	+3	124	+4
1967 Year to date†		—3		+13		+8		+7		+4		+2		+5		+2		+1		+1		+2		+2

*Average 1961 prices. ‡Independent retailers only. †January-October. §Multiple retailers only.

Footnotes to Tables:

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by October 1967 sales was the four weeks from October 1, 1967, to October 28, 1967, the corresponding period in 1966 was from October 2, 1966, to October 29, 1966. As the figures are based on the value of sales they are affected by price movement including changes in purchase tax.

(b) Includes figures for variety and other general stores which are not published separately.

(c) These descriptions are based on 1961 turnover groupings. Large denotes shops with sales of £100,000 and over in 1961. Medium denotes shops with sales of £25,000 and under £100,000 in 1961. Small denotes shops with sales of under £25,000 in 1961.

(d) These index figures do not reflect chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and/or electrical goods shops, radio and cycle shops, cycle shops and perambulator shops.

(f) Including bakery departments of co-operative societies.

(g) Excluding the bakery departments of co-operative societies, which are included in the estimate for grocers.

(h) Includes a very small amount of other food shops which are not published separately.

(i) Figures cover sales by florists, nurserymen and garden seedsmen, pet and pet food shops, pawnbrokers, general second-hand dealers and certain other miscellaneous non-food shops.

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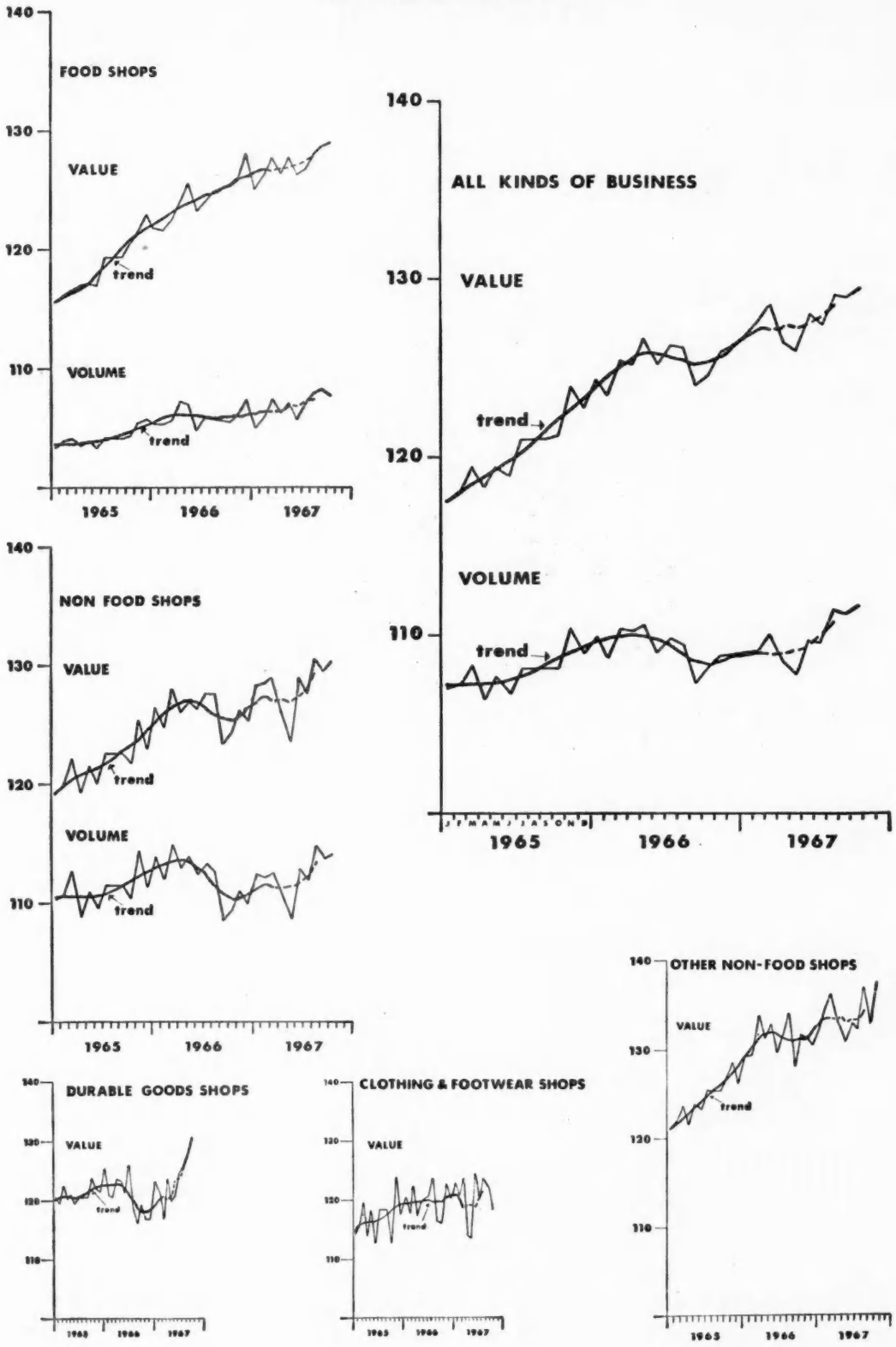

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per cent higher than in the preceding period of three months. For October itself the seasonally adjusted index was somewhat lower than in recent months but this series is particularly volatile. Compared with a year earlier sales in October showed an increase of 2 per cent, nearly half of this being accounted for by price rises over the period.

Both footwear and women's wear shops showed increases over the previous year in October very similar to those recorded in the third quarter of 1967 compared with the third quarter of 1966, but there was no increase in the turnover of men's wear shops as a whole.

Durable goods shops

Sales of durable goods shops continued to rise for the three months ended October, the seasonally adjusted index of the value of sales was 4 per cent higher than the average level in the first half of 1966. For October itself, the seasonally adjusted index at 130 was the highest figure recorded so far.

Sales by value were nearly 10 per cent higher than in October 1966, a large increase reflecting, in part, the low level of sales in the latter part of last year and, in part, the improvement following the relaxation of hire purchase controls at the end of August this year. Prices of durable goods were, it is estimated, just over ½ per cent higher than in last October, so that the volume of sales is estimated to be about 9 per cent greater than in October 1966.

Most kinds of business included in this group showed in October increases on a year earlier similar to those recorded in September.

Other non-food shops

In the three months ended October, the value of the sales of other non-food shops showed, after seasonal adjustment, an increase of 2 per cent over the corresponding figure for the three months ended July. In October itself sales of both mail order houses and department stores showed a rather larger increase over the corresponding figures for 1966 than had been recorded in the previous quarter.

Gold and convertible currency reserves in November

HM TREASURY announced on December 4 that after inclusion in the reserves of the remainder of the Treasury dollar portfolio (£204 million at the new rate of exchange) the gold and convertible currency reserves rose by £53 million, to stand at the end of the month at £1,223 million (at the new rate of exchange).

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

Hire purchase and other instalment credit business in October

INSTALMENT CREDIT BUSINESS continued in October the improvement of recent months. When allowance is made as far as possible for normal seasonal fluctuations, new instalment credit advanced by finance houses maintained the higher level to which it had risen in September following the relaxations at the end of August; and the instalment credit sales of durable goods shops continued to improve.

The increase of £11 million during the month in the total instalment credit debt outstanding to finance houses, durable goods shops and department stores was due largely to increased business and to seasonal factors.

Finance houses

New credit extended by finance houses in October, as in the previous two months, showed a large increase compared with the corresponding month of 1966 when business was at a low level following the measures of July of that year. New business in October showed little change from the September level when account is taken of normal seasonal factors. However, credit advanced for purchases of motor cars continued the improvement shown in recent months. All of the other categories of goods shown separately in Table 4 also showed increases on a year earlier. Commercial motor vehicles, motor cycles and household goods in particular showed in October increases on a year earlier substantially higher than those recorded in the previous two months. months.

The debt owed to finance houses increased during the month by £10 million.

Durable goods shops

Instalment credit sales by durable goods shops in October were 22 per cent higher than in October last year. This increase showed some improvement in business compared with August and September when the increases over the corresponding months of 1966 were 11 and 18 per cent respectively. Of the two groups of shops shown separately in Table 3, furniture shops continued the recovery in their credit instalment business during October, with an increase of 16 per cent over October 1966; the increase of 7 per cent recorded in September was the first increase on a year earlier for a number of months. On the other hand, the other durable goods shops, comprising radio and electrical goods shops together with gas and electricity showrooms, showed an increase in credit sales on a year earlier much in line with the two previous months. The instalment credit sales of department stores were 15 per cent higher than in October 1966, also in line with their experience in August and September.

(*Text continued on page* 1485)

Table 2. Hire purchase and other instalment credit extended and repaid

£ million

Period	New Credit Extended: By Shops (a)	New Credit Extended: By Finance Houses	New Credit Extended: Total	Repayments	Change in Debt: Unadjusted	Change in Debt: Seasonally adjusted
1961	248	574	822	833	— 11	
1962	271	490	761	808	— 47	
1963	295	558	853	781	+ 72	
1964	314	711	1,025	869	+156	
1965	306	727	1,033	952	+ 81	
1966	235	621	856	989	—133	
1964 1st Qtr.	*74	166	240	212	+28	+41
2nd Qtr.	69	204	273	218	+55	+35
3rd Qtr.	75	181	256	214	+42	+39
4th Qtr.	96	160	256	225	+31	+41
1965 1st Qtr.	71	185	256	232	+24	+36
2nd Qtr.	71	220	291	237	+54	+31
3rd Qtr.	73	176	249	239	+10	+10
4th Qtr.	91	146	237	244	— 7	+ 4
1966 1st Qtr.	63	182	245	256	—11	+ 1
2nd Qtr.	58	200	258	251	+ 7	—17
3rd Qtr.	53	139	192	242	—50	—50
4th Qtr.	61	100	161	240	—79	—67
1967 1st Qtr.	47	135	182	240	—58	—48
2nd Qtr.	50	174	224	241	—17	—38
3rd Qtr.	57	199	256	247	+10	+ 9

(a) Durable goods shops and department stores; not including other instalment credit retailers.
*Fourteen weeks.

Table 1. Hire purchase and other credit instalments outstanding

£ million, end of period.

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1965	328	328	325	321	323	321	320	318	319	319	322	329
	1966	327	324	316	311	309	301	298	292	286	281	280	278
	1967	273	267	260	255	252	247	245	241	239	240		
Department stores	1965	30	29	29	29	29	29	29	29	29	29	29	31
	1966	31	30	29	29	28	28	28	27	27	27	27	29
	1967	28	26	26	26	25	25	25	25	25	25		
Finance houses	1965	755	766	785	807	826	843	856	861	855	851	848	836
	1966	836	839	840	849	860	863	869	853	829	806	785	756
	1967	742	730	719	715	712	716	726	731	734	744		
Total of above	1965	1,113	1,123	1,139	1,157	1,178	1,193	1,205	1,208	1,203	1,199	1,199	1,196
	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172	1,142	1,114	1,092	1,063
	1967	1,043	1,023	1,005	996	989	988	996	997	998	1,009		

Table 1a. Hire purchase and other credit instalments outstanding: other instalment credit retailers

£ million, end of period

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total as shown in Table 1	1965	1,113	1,123	1,139	1,157	1,178	1,193	1,205	1,208	1,203	1,199	1,199	1,196
	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172	1,142	1,114	1,092	1,063
	1967	1,043	1,023	1,005	996	989	988	996	997	998	1,009		
Other instalment credit retailers*	1965	159	151	149	150	151	150	149	150	154	160	172	190
	1966	180	174	172	171	173	171	167	163	165	170	180	198
	1967	188	184	181	179	178	175	170	167	168	173		
Grand Total	1965	1,272	1,274	1,288	1,307	1,329	1,343	1,354	1,358	1,357	1,359	1,371	1,386
	1966	1,374	1,367	1,357	1,360	1,370	1,363	1,362	1,335	1,307	1,284	1,272	1,261
	1967	1,231	1,207	1,186	1,175	1,167	1,163	1,166	1,164	1,166	1,182		

*Comprising general stores (other than department stores), general mail-order houses and co-operative non-durable goods departments.

Table 3. Retailers: Instalment credit sales of selected kinds of business
Index numbers of value of goods sold on hire purchase and other instalment credit per week and percentage changes compared with a year earlier

Average of 1961 = 100

Kind of business (H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops (Total)									Furniture Shops						Other Durable Goods Shops								
	Total (£303)		Independents (£110)		Multiples (£161)		Co-operative Societies (£32)			Total (excluding Co-operative Societies) (£128)		Multiples (£62)		Independents (£65)		Total (excluding Co-operative Societies (£143) (b)		Radio and electrical, etc., goods shops (c)						
																		Total (£82)		Multiples (£37)			Independents (d) (£45)	
1963 Year	114	+ 8	101	+ 3	124	+13	111	+ 4		102	+ 2	108	+ 4	97	— 1	125	+15	124	+16	144	+25	107	+ 8	
1964 Year	116	+ 2	100	— 1	126	+ 2	119	+ 7		107	+ 4	114	+ 5	100	+ 3	124	— 1	110	—11	123	—15	101	— 6	
1965 Year	112	— 5	101	Nil	118	— 8	117	— 4		109	+ 1	110	— 4	108	+ 7	113	—10	96	—15	100	—20	92	—10	
1966 Year	93	—17	82	—19	100	—15	95	—19		93	—15	94	—15	92	—15	92	—19	76	—21	87	—13	67	—27	
1966 1st quarter	97	— 9	90	— 9	101	— 9	106	— 7		95	— 2	95	+ 3	96	— 6	97	—14	85	— 9	89	— 4	81	—13	
2nd quarter	90	—14	79	—14	97	—13	96	—14		91	—10	93	—11	89	— 8	88	—17	73	—18	83	— 4	64	—22	
3rd quarter	86	—19	73	—23	96	—16	84	—24		88	—18	90	—17	86	—18	85	—19	66	—24	79	—13	54	—33	
4th quarter	97	—26	86	—30	106	—22	93	—31		98	—26	98	—28	98	—25	98	—24	81	—30	97	—19	68	—39	
1967 1st quarter	81	—17	71	—21	88	—13	79	—26		76	—21	73	—23	78	—18	85	—12	70	—18	82	— 8	60	—26	
2nd quarter	83	— 8	69	—12	93	— 5	80	—16		76	—16	74	—20	79	—11	89	+ 1	68	— 6	85	+ 2	55	—14	
3rd quarter	93	+ 7	78	+ 8	103	+ 7	89	+ 5		84	— 5	79	—12	88	+ 2	101	+19	81	+24	101	+28	64	+18	
1966 January	108	+ 1	104	— 4	109	+ 4	117	+ 4		107	+ 4	103	+13	110	— 4	107	— 1	97	+ 3	100	+11	95	— 3	
February	98	— 6	90	— 2	103	— 8	100	— 7		98	+ 2	104	+ 6	91	— 3	97	—11	87	— 3	86	— 4	88	— 2	
March (a)	88	—18	78	—18	93	—19	101	—15		84	— 9	81	— 8	88	—10	89	—25	73	—23	83	—15	64	—30	
April	90	—14	80	—15	96	—14	92	—13		89	—11	90	—12	87	—11	91	—16	77	—18	84	—15	70	—20	
May	94	—13	81	—11	101	—14	105	—14		94	— 7	96	—10	92	— 3	92	—17	75	—20	87	—16	65	—23	
June (a)	87	—14	75	—14	94	—14	91	—15		90	—11	93	—12	87	— 9	83	—17	67	—18	79	—11	57	—24	
July	97	—10	87	—10	103	— 9	102	—12		99	—10	97	—12	101	— 8	94	— 9	74	—11	83	— 9	67	—13	
August	79	—22	64	—27	90	—18	75	—29		80	—20	84	—20	77	—20	78	—22	58	—26	75	—11	44	—40	
September (a)	84	—25	69	—31	95	—20	78	—30		85	—22	88	—19	81	—24	85	—26	65	—31	80	—18	52	—42	
October	95	—25	80	—31	105	—21	91	—29		92	—25	93	—24	91	—26	98	—25	75	—31	89	—21	64	—40	
November	98	—28	82	—33	108	—24	97	—32		94	—30	92	—33	97	—26	101	—25	79	—31	101	—13	61	—46	
December (a)	99	—24	93	—26	105	—22	90	—31		106	—24	107	—27	104	—22	95	—22	87	—27	99	—22	76	—32	
1967 January	82	—23	76	—27	87	—20	83	—29		78	—26	72	—30	84	—23	86	—20	72	—27	80	—20	64	—32	
February	82	—16	72	—20	90	—12	75	—24		77	—21	79	—24	75	—18	87	—10	74	—15	83	— 3	66	—25	
March (a)	78	—12	65	—16	87	— 6	78	—23		72	—14	69	—15	76	—14	83	— 7	64	—11	82	— 2	50	—21	
April	83	— 8	70	—13	93	— 3	75	—18		78	—13	76	—16	79	—10	89	— 2	68	—11	83	— 1	56	—20	
May	86	— 9	71	—13	96	— 5	84	—20		76	—19	73	—25	79	—14	94	+ 3	72	— 5	87	Nil	59	—10	
June (a)	80	— 8	67	—11	89	— 5	81	—11		76	—15	74	—20	78	—10	84	+ 1	66	— 2	84	+ 6	51	—12	
July	89	— 8	77	—11	97	— 6	90	—12		81	—18	75	—23	87	—14	96	+ 2	77	+ 4	93	+12	63	— 6	
August	88	+11	72	+14	99	+11	81	+ 8		78	— 3	73	—13	83	+ 8	98	+25	76	+32	100	+33	57	+30	
September (a)	100	+18	84	+21	111	+17	94	+21		90	+ 7	88	— 1	93	+14	109	+28	88	+36	110	+37	71	+35	
October	116	+22	97	+21	129	+22	117	+29		107	+16	107	+15	107	+18	124	+26	101	+34	123	+38	82	+29	

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Other Selected Kinds of Business								Total of Selected Kinds of Business(f) (£673)	
	Department Stores (£54)		Other general Stores (e) (£72)		General Mail Order Houses (£201)		Co-operative Societies non-durable goods departments (£43)			
1963 Year	105	..	..	..	..	..	..	..	..	..
1964 Year	109	..	..	..	..	..	..	..	..	..
1965 Year	104	..	133	..	165	..	95	..	128	..
1966 Year	103	— 1	125	— 6	184	+11	93	—2	124	— 3
1966 1st quarter	95	+ 8	96	—12	162	+16	71	—1	115	+ 2
2nd quarter	97	+ 1	120	+ 2	176	+14	86	—5	119	Nil
3rd quarter	92	— 6	108	— 7	160	+ 8	83	—5	111	— 6
4th quarter	128	— 5	176	— 6	237	+ 8	134	+1	152	— 7
1967 1st quarter	89	— 6	90	— 6	170	+ 5	69	—2	108	— 6
2nd quarter	96	— 1	110	— 8	186	+ 6	84	—3	118	— 1
3rd quarter	100	+ 8	103	— 4	167	+ 4	82	—1	116	+ 5
1966 January	120	+32	92	—16	115	+16	62	—1	106	+ 6
February	82	— 2	92	—10	160	+19	62	—9	112	+ 3
March (a)	85	— 3	101	—10	202	+14	84	+5	123	— 2
April	98	— 2	117	+ 2	163	+15	84	—5	115	— 1
May	107	+ 8	130	+ 9	196	+15	95	—2	130	+ 3
June (a)	89	— 2	114	— 3	170	+14	81	—6	115	— 1
July	110	— 1	111	— 3	148	+ 6	87	—4	114	— 2
August	78	— 6	97	— 8	148	+14	78	—3	101	— 6
September (a)	89	—11	114	—11	179	+ 6	83	—6	116	— 9
October	109	— 1	135	— 7	221	+ 8	89	+4	138	— 7
November	117	—12	175	— 5	257	+ 6	119	—3	156	— 9
December (a)	152	— 3	211	— 7	233	+10	181	+2	161	— 6
1967 January	101	—16	82	—11	134	+17	60	—4	98	— 8
February	81	— 1	88	— 4	180	+12	61	—2	110	— 2
March (a)	86	+ 1	97	— 4	191	— 5	84	—1	115	— 7
April	96	— 2	105	—10	185	+14	80	—5	116	+ 1
May	104	— 3	118	— 9	194	— 1	93	—2	123	— 5
June (a)	90	+ 1	108	— 5	180	+ 5	80	—1	114	— 1
July	110	Nil	103	— 7	154	+ 4	85	—2	111	— 2
August	86	+11	92	— 5	156	+ 6	75	—3	108	+ 6
September (a)	102	+15	111	— 2	186	+ 4	85	+3	126	+ 8
October	125	+15	130	— 4	247	+11	86	—4	155	+13

(a) Average of five weeks. (b) Comprises electricity and gas showrooms, radio and electrical shops (including radio or television hire shops).
(c) Excluding electricity and gas showrooms. (d) Comprises radio and electrical shops, cycle and perambulator shops.
(e) Includes credit traders calling on customers. (f) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments).

(Continued on next page)

There was no significant change during October in the level of debt owed to durable goods shops even when account is taken of normal seasonal fluctuations.

Other instalment credit retailers

General mail order houses, whose business predominates in this group of retailers, showed in October an increase of 11 per cent over their business in October last year. This increase is somewhat higher than the average experience during previous months of the year.

The debt outstanding to this group of retailers rose during the month by £5 million, a movement similar to that in recent years.

Finance houses: new instalment credit extended

Table 4. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month and percentage changes compared with a year earlier

Monthly average 1961 = 100

(Value in 1961)	Private cars – new (£93 million)		Private cars – used (£190 million)		Commercial motor vehicles – new and used (£89 million)		Motor cycles, side-cars, power assisted cycles – new and used (£38 million)		Caravans – new and used (£12 million)		Farm equipment and tractors (£12 million)		Industrial and building plant and equipment (£48 million)		Household goods (a) (£59 million)		Other goods (£33 million)		All goods (£574 million)	
1963 Year	134	+38	94	+10	80	+ 3	61	— 2	100	+ 8	87	+13	102	+12	97	+ 9	96	+10	97	+14
1964 Year	171	+28	127	+35	96	+21	69	+14	112	+12	105	+21	151	+49	96	— 1	129	+34	124	+27
1965 Year	172	+ 1	136	+ 7	91	— 5	59	—14	123	+11	103	— 2	176	+ 1	70	—27	156	+21	127	+ 2
1966 Year	132	—23	117	—14	87	— 4	42	—29	121	— 2	109	+ 6	158	—10	57	—20	140	—11	108	—15
1966 1st quarter	172	—10	135	Nil	103	+ 6	48	— 9	109	+16	93	+23	179	Nil	66	—12	162	+11	127	— 1
2nd quarter	187	—18	162	— 5	109	+ 2	65	—22	101	— 2	115	+22	178	—10	57	—19	142	—16	140	— 9
3rd quarter	110	—31	104	—23	78	— 4	39	—36	138	— 4	132	— 5	142	—17	51	—20	127	—17	97	—21
4th quarter	58	—48	68	—36	60	—25	17	—58	76	—17	97	— 4	132	—15	53	—28	128	—19	70	—32
1967 1st quarter	110	—36	95	—30	80	—23	22	—53	97	—11	94	+ 1	172	— 4	55	—16	129	—21	94	—26
2nd quarter	140	—25	135	—17	100	— 9	59	—10	137	—14	99	—14	203	+14	53	— 7	135	— 5	122	—13
3rd quarter	183	+67	177	+70	88	+13	57	+47	138	Nil	133	Nil	177	+25	56	+11	124	— 2	139	+44
1966 January	169	+ 9	113	+15	96	+ 9	35	— 6	74	+24	80	+ 6	175	+21	76	— 1	170	+20	117	+12
February	162	—11	133	— 2	95	+ 4	48	— 8	102	+13	93	+24	171	— 2	64	— 5	154	+11	122	— 2
March	186	—22	158	— 7	118	+ 4	60	—12	151	+14	106	+40	191	—12	57	—28	163	+ 2	141	—10
April	185	—20	150	—17	110	—	60	—30	146	— 6	103	+17	186	+ 6	55	—27	134	—17	135	—14
May	206	— 8	167	— 3	116	+ 4	66	—25	166	+ 1	125	+37	178	—13	58	—20	144	—19	146	— 7
June	170	—24	168	+ 7	101	+ 5	69	— 9	171	Nil	117	+13	170	—20	58	— 7	148	—10	138	— 6
July	192	— 8	159	+ 3	105	+15	63	— 4	179	+17	143	— 6	173	— 9	58	— 9	148	— 5	140	— 1
August	74	—48	78	—39	65	—13	28	—54	115	—20	144	— 6	131	—23	47	—23	120	—23	78	—33
September	63	—50	76	—39	63	—19	26	—53	119	—12	110	— 2	122	—21	47	—28	112	—22	73	—34
October	63	—50	71	—39	64	—23	21	—61	95	—17	115	+ 6	134	—17	48	—33	123	—22	73	—34
November	70	—43	73	—33	66	—22	17	—61	78	—16	103	— 6	137	—14	55	—24	131	—16	75	—29
December	42	—51	60	—36	50	—32	14	—48	56	—20	74	—14	126	—14	57	—28	129	—21	62	—32
1967 January	107	—37	78	—31	73	—24	16	—55	61	—18	81	Nil	160	— 8	62	—19	145	—15	86	—26
February	106	—35	95	—29	75	—21	22	—54	88	—13	85	— 9	153	—11	50	—21	118	—23	90	—26
March	117	—37	112	—30	92	—22	29	—51	141	— 7	116	+ 9	204	+ 7	53	— 6	122	—25	107	—24
April	118	—36	111	—26	93	—16	44	—26	125	—14	107	+ 3	221	+19	48	—13	133	— 1	109	—19
May	134	—35	126	—25	107	— 8	70	+ 6	137	—17	88	—29	195	+10	57	— 2	128	—11	119	—19
June	167	— 2	167	— 1	99	— 2	62	—11	150	—12	103	—12	193	+13	55	— 5	144	— 3	137	— 1
July	194	+ 1	181	+14	90	—14	61	— 4	143	—20	133	— 7	170	— 2	54	— 7	125	—16	142	+ 2
August	175	+135	168	+114	88	+35	57	+104	138	+20	136	— 5	175	+34	55	+17	121	Nil	134	+72
September	181	+189	182	+141	86	+36	54	+108	132	+11	129	+17	186	+53	60	+29	126	+13	141	+93
October	208	+229	182	+155	105	+65	52	+144	113	+19	121	+ 5	189	+42	71	+47	133	+ 9	149	+106

(a) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, December 1, 1967.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Look at Life Series 35:					
The Heiresses	Br/E 32765	11	November 27	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
The Woken Land	Br/E 32766	10	November 27	" "	" "
Danger Route	Br/E 32768	92	November 29	United Artists Corp. Ltd.	Amicus Productions Ltd.
Mining Review No. 4 – 21st Year	Br/E 32771	10	November 29	Data Film Distributors Ltd.	National Coal Board.
A Challenge for Robin Hood	Br/E 32772	96	November 30	Warner-Pathe Distributors Ltd.	Hammer Film Productions Ltd.
Slave Girls	Br/E 32776	74	December 1	" "	" "
Pathe News 67-95	Br/E 32333	8	December 1	" "	Associated British-Pathe Ltd.
Pathe News 67-96	Br/E 32334	8	December 1	" "	" "
Movietone News 2007	Br/E 32467	7	December 1	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2007A	Br/E 32468	7	December 1	" "	" "
FOREIGN					
El	F 32764	92	November 27	Columbia Pictures Corp. Ltd.	Producciones Tepeyac S.A., Mexico City.
Lenin in Poland	F 32767	97	November 28	Contemporary Films Ltd.	Sovexportfilm, Moscow.
The Last Safari	F 32769	99	November 29	Paramount Film Service Ltd.	Paramount Film Service Ltd.
Sullivan's Empire	F 32770	85	November 29	Rank Film Distributors Ltd.	Universal International Films Inc.
Ringo and his Golden Pistol	F 32773	88	December 1	Metro-Goldwyn-Mayer Pictures Ltd.	Sanson Film S.R.L., Rome.
The Empty Canvas	F 32774	118	December 1	Planet Film Distributors Ltd.	Champion-Concordia, Rome.
Carnival of Thieves	F 32775	93	December 1	Paramount Film Service Ltd.	Embassy Pictures Corp. and Paramount Pictures Corp.

AMENDMENT:
The playing time of the film 'Thunder of the Kings' (Br/E 32635) registered on September 8, 1967, has been amended to 33 minutes.

Trends in private pension funds' investment

NET INVESTMENT by private pension funds in the third quarter of 1967, at £63 million, was slightly below the level of the previous quarter, although considerably above the level in the corresponding quarter of 1966 (£47 million). As this series is subject to significant quarter to quarter fluctuations, it is dangerous to lay too much emphasis on a single quarter's movement. Taking the first three quarters of 1967 together, it appears that private pension funds' investment is now running slightly below the average level during 1966.

The figures shown in the accompanying table exclude the effect of the conversion of the securities of nationalized steel companies into Government securities as a result of the vesting operation in the quarter, i.e., the disposal of steel securities and the corresponding acquisition of Government securities are both excluded. Transactions of steel nationalization securities during the period July 17-28, 1967, inclusive (when such transactions were generally regarded by the market, and by the authorities for the purpose of Exchequer statistics, as tantamount to dealings in Government securities) have been entered against British government securities with up to 5 years to maturity, and account for virtually all of the net disinvestment in this category.

Excluding transactions involving steel nationalization securities, net investment in British government securities was at a low level (about £6 million, mainly in medium dated securities), although this contrasts with the substantial disinvestment in the previous quarter. With some disinvestment in local authority securities, the total of public sector securities showed a marginal amount of disinvestment, which was somewhat less than during the previous quarter and not very different from the corresponding quarter of 1966.

Excluding transactions in steel nationalization securities after July 16, net investment in company securities was higher than in the previous quarter. Purchases of ordinary shares were considerably above recent levels, reflecting in part the recovery in new issues of ordinary shares during the quarter compared with the previous four quarters. Net investment in debentures, etc., was, however, slightly below the level of the previous two quarters.

There was a substantial rise in investment in land, property and

(*Continued on next page*)

Net investment in assets by private pension funds (1)

£ million

ASSETS	NET INVESTMENT								TRANSACTIONS 3rd quarter, 1967 (2)		
	Year 1964	Year 1965	1966 1st quarter	1966 2nd quarter	1966 3rd quarter	1966 4th quarter	Year 1966	1967 1st quarter (2)	1967 2nd quarter (2)	Assets Acquired	Assets Realized	Net Investment
Public sector securities:												
British government and government guaranteed securities:												
Period to maturity:												
Up to 5 years	— 1·7	+ 11·7	+ 5·3	— 7·3	— 5·1	— 2·1	— 9·2	+ 5·4	+10·3	44·7(4)	69·8(3)	— 25·1
Over 5 and up to 10 years	— 5·0	+ 13·9	— 6·9	— 7·2	—11·9	—14·0	— 40·0	— 5·0	+14·4	6·7	7·8	— 1·1
Over 10 and up to 15 years	— 2·6	+ 31·1	—10·7	— 1·4	— 3·2	—19·1	— 34·4	—26·1	— 4·7	16·0	9·6	+ 6·4
Over 15 years	+ 10·0	— 4·8	+12·6	+15·7	+15·2	+61·9	+105·4	+46·9	—35·3	33·6	32·6	+ 1·0
Undated	— 0·4	+ 1·5	— 0·5	+ 3·6	+ 5·5	— 1·9	+ 6·7	+ 1·3	— 4·1	1·7	1·5	+ 0·2
United Kingdom local authority securities:												
Quoted:												
Period to maturity:												
Up to 10 years	— 0·5	+ 3·5	—	+ 3·0	— 2·2	— 2·9	— 2·1	— 3·0	— 2·2	2·3	4·7	— 2·4
Over 10 and up to 15 years	— 0·2	+ 4·0	+ 3·8	+ 1·9	— 1·4	— 0·1	+ 4·3	+ 1·5	+ 3·3	1·5	3·8	— 2·3
Over 15 years and undated	+ 1·2	+ 11·4	+ 0·4	— 0·9	— 0·5	+ 1·1	+ 0·2	+ 6·0	+ 6·3	0·8	2·7	— 1·9
Unquoted	+ 3·5	+ 1·1	+ 0·5	— 1·8	— 0·5	— 0·1	— 1·9	— 1·2	+ 0·7	1·3	1·9	— 0·6
Total of public sector securities	+ 3·4	+ 73·5	+ 4·3	+ 5·6	— 4·0	+22·8	+ 28·8	+25·8	—11·4	108·6	134·4	— 25·8
Other investments:												
Company securities:												
Ordinary shares	+133·3	+101·6	+40·4	+34·6	+29·4	+20·1	+124·4	+21·6	+27·5	72·0	37·6(5)	+ 34·4
Preference shares	+ 1·6	— 7·0	+ 0·3	— 1·6	— 0·2	— 1·4	— 3·0	— 0·4	— 1·1	0·8	2·5(5)	— 1·7
Debentures, etc.	+ 41·3	+ 94·0	+34·4	+19·7	+23·7	+28·8	+106·6	+16·1	+16·1	25·7	13·4(5)	+ 12·3
Mortgages and loans	+ 1·8	+ 5·1	+ 2·5	+ 0·9	— 0·4	+ 0·3	+ 3·3	— 1·0	+ 1·5	4·3	3·4	+ 0·9
Overseas government, etc., securities	— 4·1	— 3·3	— 0·8	— 1·6	— 0·8	— 1·3	— 4·5	+ 0·8	— 0·7	1·5	1·8	— 0·3
Other investments	+ 15·7	+ 22·8	+ 1·4	+10·3	+ 5·7	+ 8·7	+ 26·1	+ 8·9	+ 7·0	17·8	0·7	+ 17·1
Total of other investments	+189·5	+213·2	+78·3	+62·3	+57·4	+53·3	+253·3	+46·1	+50·3	122·1	59·4	+ 62·7
Total of investments	+129·9	+286·7	+82·6	+68·0	+53·3	+78·1	+282·1	+71·9	+38·9	230·7	193·8	+ 36·9
										BALANCES		
										June 30, 1967	Sept. 30, 1967	
Cash and other short-term assets:												
Cash in hand and with UK banks	+ 1·1	— 0·2	— 3·3	+ 2·5	— 6·3	+21·0	+ 13·9	—17·4	+16·7	49·6	55·6	+ 6·0
UK local authority bills and temporary money	+ 32·7	— 7·8	— 4·8	+ 3·0	— 3·0	— 2·5	— 7·3	— 3·4	+18·4	36·7	53·8	+ 17·1
Other short-term assets	+ 4·1	+ 1·0	+ 0·5	— 0·2	+ 5·0	— 2·1	+ 3·2	— 4·1	+ 0·2	18·3	20·1	+ 1·8
Short-term liabilities	+ 8·3	— 6·0	— 2·9	+ 5·7	— 1·6	— 1·0	+ 0·2	+ 1·2	— 3·6	15·7	14·4	+ 1·3
Total net cash and other short-term assets	+ 46·3	— 12·9	—10·6	+11·0	— 5·9	+15·5	+ 10·0	—23·8	+31·7	88·9	115·1	+ 26·2
Total net investment	+239·2	+273·8	+72·0	+79·0	+47·4	+93·6	+292·1	+48·1	+70·6			+ 63·1

(1) Excluding funds of co-operative societies which are estimated to be increasing by £9 million annually. The figures include estimates for other private self-administered pension funds not contributing to the quarterly inquiries.
(2) On revised basis - see *Board of Trade Journal*, July 7, 1967, page 42.
(3) Including sales of steel nationalization securities during the period July 17-28 inclusive (£24·5 million).
(4) Excluding conversions of steel nationalization securities into Government compensation stock.
(5) Excluding sales of steel nationalization securities during the period July 17-28 inclusive, and excluding conversions of steel nationalization securities into Government compensation stock.
— = Nil or less than £·05 million.

ground rents (virtually all of the category, 'Other investments'). This reflects in large part the growth of property unit trusts, in the formation of which pension funds have played a part in recent months. In total, investment in securities, etc. (other than public sector securities) was considerably above the previous quarter's level (£63 million compared with £50 million).

Holdings of cash and other short-term assets rose on a similar scale to the rise during the second quarter (£26 million compared with £32 million), with the largest part of the rise occurring in holdings of local authority bills and temporary money.

Notes:

The statistics relate to self-administered pension and superannuation funds of companies and non-profit-making bodies. Transactions of funds of co-operative societies (which in the main invest with their parent society), funds which operate through insurance companies, and funds of local authorities, public corporations and central government are not included.

Totals in the table in this article are not always equal to the sum of their components because of rounding; similarly, the figures of net investment are not always equal to the difference between the rounded figures of the value of assets acquired and assets realized. The coverage of the inquiry was revised at the beginning of 1967. For a further description of these statistics see *Board of Trade Journal*, July 7, 1967.

Production of man-made fibres in October

TOTAL PRODUCTION by weight of man-made fibres in October was at the record level of 86.0 million lbs – 15 per cent more than in October 1966. Within the total, staple fibre at 46.5 million lbs. (the highest output for any single month) was 16 per cent more and continuous filament 14 per cent more.

The above comparisons take into account the change in basis from 'delivered weight' to 'actual weight' for continuous filament yarn.

Man-made fibre production

million lb. (a)

	Continuous filament (singles)	Staple fibre	Total
1963 (Quarterly average)	82·6	97·2	179·8
1964 (Quarterly average)	94·5	111·8	206·3
1965 (Quarterly average)	99·1	116·4	215·5
1966 (Quarterly average)	102·8	117·6	220·4
1966 2nd quarter	111·6	120·8	232·4
3rd quarter	97·2	108·2	205·4
1967 2nd quarter	110·0	130·8	240·8
3rd quarter	101·8	113·3	215·2
1966 August	30·4	32·6	62·9
September	32·8	36·5	69·2
October	33·6	40·1	73·7
1967 August	32·1	34·2	66·2
September	34·8	39·8	74·6
October	39·4	46·5	86·0

(a) As from July 1967 the production figures for continuous filament yarn are on an 'actua weight' basis; prior to that date the production figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'atcual weight'.

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businesmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Retailers' stocks in October

THE VALUE of stocks held by retailers at the end of October showed no change with the corresponding date in 1966, which is in line with the experience shown last month.

In volume terms, retailers' stocks showed a decrease of 1 per cent compared with October 1966, a similar decrease to that shown in the previous month.

Estimate of changes in retailers' stocks

(At cost at end of month.) Index numbers (end 1960 = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices												
1960	94	99	102	103	105	104	99	98	102	109	113	100
1961	98	102	107	109	110	111	108	107	110	117	122	106
1962	103	106	112	113	116	112	110	110	112	121	127	111
1963	106	109	116	117	119	116	113	113	114	125	134	117
1964	115	117	123	125	125	124	118	122	125	133	143	126
1965	121	124	133	134	136	133	128	132	133	141	151	133
1966	128	131	141	140	144	143	135	141	141	150	160	137
1967	133	136	144	145	148	145	137	142	140	150		
1966	+6	+6	+6	+4	+6	+8	+6	+7	+6	+6	+6	+3
1967	+4	+4	+2	+4	+2	+1	+1	+1	Nil	Nil		
(b) At constant (Dec. 1960) prices												
1960	95	100	103	105	106	105	100	99	102	109	113	100
1961	98	102	106	107	109	109	106	104	107	113	118	103
1962	100	102	108	109	110	107	105	104	106	114	120	104
1963	100	103	110	110	112	110	107	106	108	118	126	110
1964	108	109	114	116	115	114	109	113	115	122	130	115
1965	110	112	121	121	122	119	115	119	119	126	135	119
1966	115	117	126	124	128	127	119	123	124	131	140	120
1967	116	118	125	126	128	126	119	124	122	130		
1966	+5	+4	+4	+3	+5	+6	+4	+4	+4	+4	+3	+1
1967	+1	+1	Nil	+1	Nil	—1	Nil	Nil	—1	—1		

Note: Retailers' stocks at end December 1960 were £933 million at current prices.

New companies registered

BELOW ARE details of new companies registered in Great Britain during October 1967, showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Public Companies	Private Companies	Total
Under £1,000	—	3,212	3,212
£1,000 and under £10,000	—	773	773
£10,000 and under £50,000	—	90	90
£50,000 and under £100,000	—	9	9
£100,000 and under £1,000,000	—	7	7
£1,000,000 and above	—	—	—
Total number	—	4,091	4,091
Total amount of Nominal Capital	'000's £—	'000's £4,763	'000's £4,763

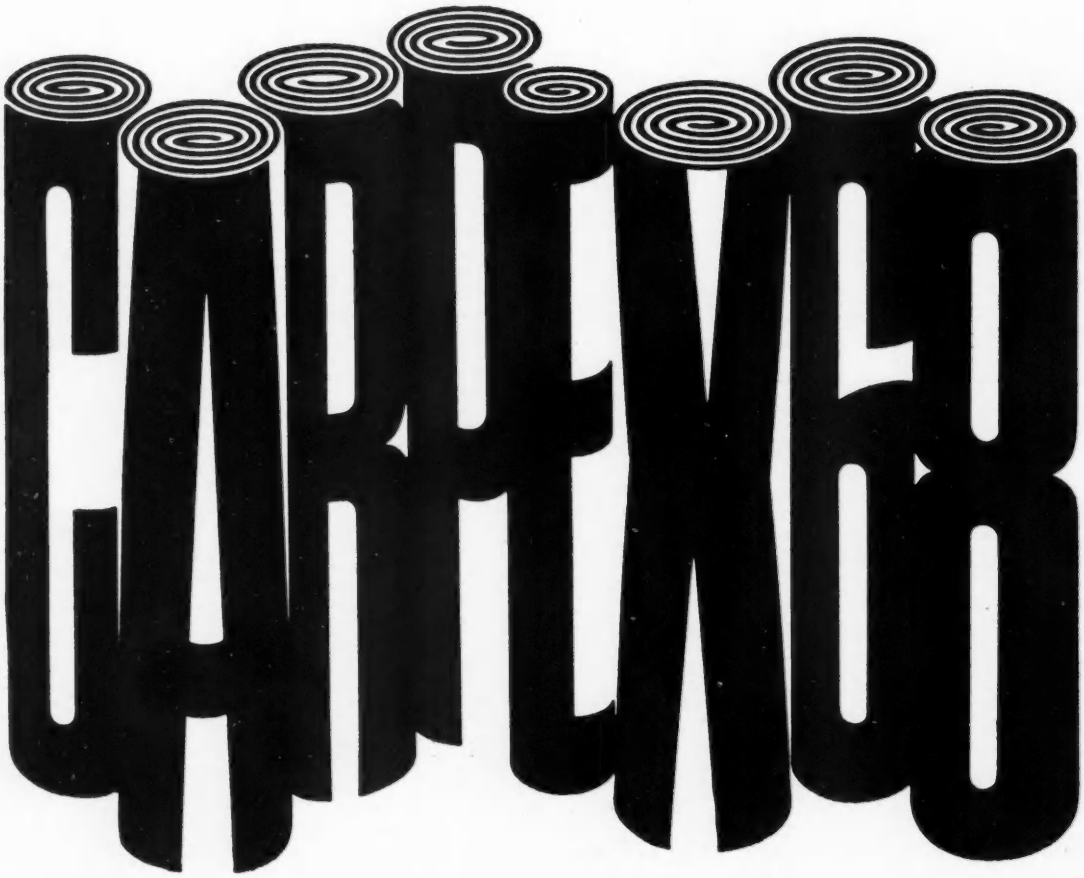
Companies registered in Great Britain in 1966 and 1967

	1966		1967	
	Number	Nominal Capital £'000's	Number	Nominal Capital £'000's
January	2,252	4,987	2,085	3,279
February	2,430	6,800	2,293	4,696
March	3,480	9,437	3,155	6,127
April	2,375	8,044	2,516	3,101
May	2,304	3,960	2,485	3,508
June	2,211	5,168	2,357	5,693
July	2,019	5,314	2,406	19,923
August	2,246	8,531	2,390	5,413
September	2,096	6,613	2,396	4,126
October	2,075	3,911	4,091	4,763
November	2,256	4,374		
December	2,015	4,264		
Total	27,759	71,403		

International Carpet, Linoleum and Floor Coverings Fair Earls Court, London 26th February—1st March 1968

Daily 9.30 a.m. – 6 p.m. Last Day 9.30 a.m. – 2 p.m.

Sponsored by: The Federation of British Carpet Manufacturers. The Linoleum Manufacturers' Association. The Tufted Carpet Manufacturers' Association.
Organised by: Industrial and Trade Fairs Ltd., Commonwealth House, New Oxford Street, London W.C.1,
Telephone: 01–242 9011. Cables: Indatfa London WC1. Telex: 262567.



Exhibitions and Fairs

Strong British Week Toronto follow-up

VIGOROUS ACTION to build on the success of British Week Toronto is being co-ordinated by BNEC Canada. The 2,000 participating manufacturers are being urged to follow-up their sales impact in the Toronto market, particularly now that devaluation has given a new edge to British exports.

The pottery industry is sending a 21-man mission to Canada in January; teams from the toy industry and giftware industry are going in the spring; menswear manufacturers will be in Toronto in February, and the women's wear industry follow in April. The Scottish Council and the Development Corporation of Wales have missions under way. Footwear firms that did well in Toronto are following up strongly. The furniture trade is holding a seminar in December on 'Achievements in North America'. Information about the big Canadian demand for British foodstuffs has been sent to leading food manufacturers.

Members of the Clothing Export Council, whose fashion shows were a feature of British Week, regard marketing in Canada as a permanent, round-the-year operation. They feel that the good business done in Toronto will increase retailers' confidence in British merchandise and thus encourage follow-up orders.

BNEC Canada is planning a businessmen's conference in London next spring to follow-up the three major trade promotions in Canada this year.

Design exhibition for British Week in Stockholm

THE COUNCIL OF INDUSTRIAL DESIGN is to stage an exhibition of modern British design in Stockholm during the British Week there from September 27 to October 5, 1968. The exhibition will form part of the British Week Centrepiece in the Marmorhalle exhibition hall in Birger Jarlsgatan, Stockholm.

Among the exhibits to be shown in the CoID's display will be some of the most modern British furniture, textiles, floor coverings, tableware and other domestic consumer goods. It is expected that some of the work reflecting the lively new thought of Britain's designers – for example in the fields of furniture, jewellery and giftware – will be shown in the exhibition. All the products on show will be selected from Design Index, the CoID's photographic and sample record of some 10,000 modern British consumer goods in current production.

The design exhibition will be mounted by the CoID and the Central Office of Information on behalf of the Board of Trade, and will be the seventh design exhibition to be organized by the CoID in Europe during a British Week.

Neiman-Marcus British Fortnight

The following letter was sent by Mr. Stanley Marcus, president of the Neiman-Marcus store in Dallas, to the Editor of the *Journal*:

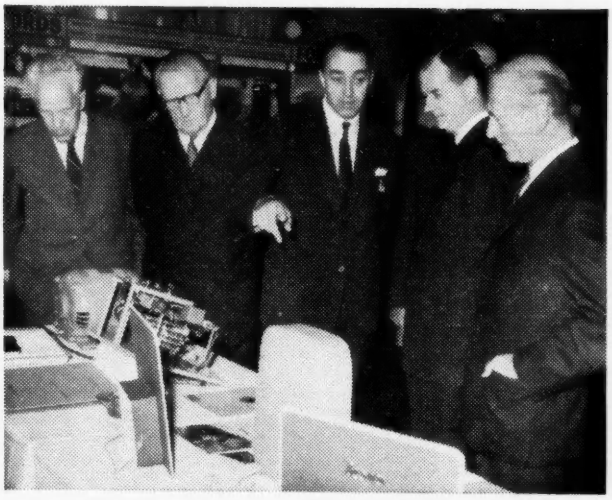
'Ten years ago Neiman-Marcus held its first British Fortnight with the co-operation and assistance of various segments of British industry.

Since that time Neiman-Marcus has had nine other of these international promotions and this past October we celebrated our second British Fortnight. In many ways, it was the most distinguished of our series of Neiman-Marcus Fortnights, and I wish to take this opportunity to thank everyone in Great Britain who helped to make it both a financial and artistic success.

Especially, I should like to send thanks to the British Board of Trade, whose co-operation was of inestimable value in planning this Anglo-American venture. Through the British Fortnight Neiman-Marcus has made many good friends in Great Britain and I feel confident that Great Britain has made many good friends and future customers in the United States.

Stanley Marcus.'

Mr. Everson, Minister (Economic) at the British Embassy, Paris (second from left) visiting the London Maid stand at the Paris Women's Ready to Wear Clothing Exhibition. British exhibitors, 14 of whom participated with Board of Trade assistance, did good business at the exhibition with buyers from many countries. A report appears on page 1491 *of the* Journal.



Sir William Barker, the British Ambassador to Czechoslovakia (second from right), and leading guests from the host country visit the stand of Hawker Siddeley International Ltd. after the opening by Sir William of the British Engineering Days in Prague (November 13-17). *A report of the event appeared in last week's issue of the* Journal.

Government Publications

required by customers in the West of England may be obtained quickly from

Her Majesty's Stationery Office, 50 Fairfax Street, Bristol 2.

British exhibitors successful again at Autumn Interstoff

A report from the British Consulate-General, Frankfurt

FORTY-THREE firms from Britain formed the largest non-EEC national group at this year's Autumn Interstoff in Frankfurt. The Frankfurt Fair Grounds were once again the venue for this very important textiles trade fair, which took place this year from November 21 to 24. 473 direct exhibitors took part, amongst them 313 foreign firms, including, apart from Britain's 43, 83 from France, 67 from Italy and 38 from Austria. Visitors, who are restricted to members of the trade, came to look over the exhibitors' collections for the autumn-winter season 1968/9. This year the total of visitors reached 11,555 (an increase of more than 20 per cent on last year's figure), of whom over 4,600 were from outside Germany.

A British joint venture at this Fair has now become a standard feature, and this year, once again, the Board of Trade and the Textile Promotion Consultative Committee collaborated in a group display, this time of 33 firms. Devaluation of the pound sterling three days before the opening of the Fair, apart from creating inevitable pricing difficulties for the exhibitors, provided on the credit side not only a good deal of general interest from overseas buyers, but also the golden opportunity to become more competitive in many fields, especially to the EEC countries with their high tariffs against British goods. This chance was seized by the British exhibitors, many of whom were able to report unprecedented interest and orders. One firm of high-quality fancy laces reported their best ever showing, and a silk, cotton and synthetic fibres firm had done as much business on the first day as on the first three days a year ago. The ladies' worsted and novelty woollen firms were also able to repeat their success of last year, with a constant stream of visitors.

Once more our traditional autumn and winter woollen fabrics were great attractions here, although the synthetic fibre manufacturers were again having a good season with Lurex, which has now become an established high fashion finishing product.

This year the information stand, manned by Mr. John Read of the Textile Promotion Consultative Committee, and members of the Cotton Board and the British Embassy in Bonn, had a gay new look, with a bar and a large 'blow up' of Kings Road, Chelsea, as a back-cloth. It served as a point for directing initial interest in British goods to the right firms, and was very useful in giving firms guidance over pricing problems following the devaluation.

On the second day of the Fair, Mr. A. H. Ballantyne, HM Consul-General, Frankfurt, visited the joint venture stands, and was very pleased to note the high level of activity throughout the British stands and to hear of the excellent results being obtained. This year the EEC business was very high and the EFTA countries too were buying as strongly as always. The international nature of the Fair was again stressed by orders from the Middle East, Africa and the Americas.

The stress this year was on multiplicity of fashion, and indeed the astonishing array of colours and textures make it very difficult to give real pointers to current fashion. The starker colours are still well to the fore, but the more traditional styles, shot with modern colours, were very popular in the woollen sector. The traditional textures too are holding their own – tweeds and worsteds going very well again this year. But the light and pliable materials with relief designs and broken surfaces were again very prominent.

Interstoff continues to be a major event for Europe's textile trades, and it is important that we continue to show here.

Theo Crosby talk on world exhibitions

'DESIGN AND PURPOSE IN WORLD EXHIBITIONS' was the title of a paper given by Theo Crosby to the Commonwealth Section of the Royal Society of Arts on November 28. Sir Paul Reilly, director of the Council of Industrial Design, was in the chair.

Copies of the paper may be obtained from the Royal Society of Arts, John Adam Street, Adelphi, London, W.C.2, price 2s. each.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

RESERVED
The world's most extensive range of clothes for men and boys will be reserved for your inspection at IMBEX '68 – the International Men's and Boys' Wear Exhibition at Earls Court. Stylish male dress from around the world will be on display for five days to give you the chance of seeing all the latest designs, colours and materials that will set the trend in men's and boys' wear from now on.
Style parades *every day* are a special feature of this year's IMBEX – see, select and purchase – it's as simple and as comprehensive as that.
IMBEX '68 – where next year's big profit-makers are reserved for you!
INTERNATIONAL
MEN'S & BOYS' WEAR
EXHIBITION
DAILY 9.30 – 6. LAST DAY 9.30 – 2.
EARLS COURT, LONDON
26 FEBRUARY – 1 MARCH, 1968
Promoted by: Men's & Boys' Wear Exhibitions Ltd.
Sponsored by: The Clothing Manufacturers' Federation of Great Britain. The Shirt, Collar & Tie Manufacturers' Federation. The Tie Manufacturers' Association.
Supported by: The National Hosiery Manufacturers' Federation.
Organised by: Industrial & Trade Fairs Ltd., Commonwealth House, New Oxford St., London, W.C.1, England. Telephone: 01-242 9011.
Cables: Indatfa London WC1. Telex: 262567.
IMBEX '68

Export business good at Smithfield Show

ATTENDANCE was well down at this year's Royal Smithfield Show which opened at Earls Court, London, on December 4, as was only to be expected with the foot and mouth epidemic. Only agricultural machinery is on show.

Exhibitors reported a good deal of export interest and two large orders announced on the first day were one of £2¼ million by the Ford Motor Co. for tractors and another of £500,000 by Colman International for grain silos for Spain. The Ford Co. also estimated that export orders for 1968 should top £13.75 million.

There were 625 overseas visitors on the first day compared with 909 last year. Total paid attendance was 3,018 compared with 7,994 in 1966. The show closes today (December 8).

Cleveland store plans British promotion

THE MAY COMPANY of Cleveland, Ohio, is planning, in association with the Board of Trade, a British promotion for October next year which is expected to double their spending in the United Kingdom, currently running at approximately $¼ million.

This was stated by Mr. Walter Powers, the company's vice-president in charge of sales and promotion, who is currently visiting Britain, when he announced plans for the three-week promotion. 'We want to feature British merchandise against a background of what I call British "excitement",' he said. 'We want to show that Britain is four different countries with four different cultures and to this end may devote one of our suburban stores to each country and do the same thing in our main down-town store. We want to have interesting exhibits and craftsmen giving demonstrations and also treasures if we can find people willing to loan them to us'.

The company has seven stores in and around Cleveland servicing a purchasing population in excess of two million. The stores have, between them, three million square feet of selling space in 300 separate departments.

No theme has yet been chosen for the promotion but Mr. Powers was adamant that it would be on traditional rather than "swinging" lines.

During the course of the next few months something like 28 of the stores' buyers will be visiting Britain looking for products of all kinds for the promotion. Especially they will be seeking quality goods with something a little bit different in appeal which can be re-ordered if they prove popular.

Trade picks up at Paris ready-to-wear exhibition

A report from the British Embassy, Paris

THE FOURTEENTH International Women's Ready to Wear Exhibition was held at the Porte de Versailles exhibition grounds in Paris from November 4-9. About 300 firms participated in it. They came from most of the countries in Europe as well as from the United States.

As on previous occasions Britain had the largest foreign participation, with 14 firms taking part in a joint venture with the support of the Board of Trade and two firms participating independently. The joint venture was organized by the Clothing Export Council which also manned an information stand from which buyers were directed to those British stands selling what they were looking for. Much valuable information was also given to inquirers intending to subsequently visit the United Kingdom about British firms not represented either in the exhibition or in France.

At the time of the April exhibition, business in the clothing trade was poor. Now, however, trade is picking up again and the British participants were pleased with the orders taken. One firm did more business in the first two days of this exhibition than during the whole of the April salon. As with other trades, the economic state of the country also affects the clothing industry but depressions do not last long. They certainly do not deter British firms from exhibiting at Paris. Many of them have now returned there for the last nine seasons and they will be back again in April 1969.

The satisfaction felt by the British participants for the Salon International du Prêt-à-Porter Féminin was expressed to Mr. F. C. Everson, Minister (Economic) at the British Embassy, when he made an official visit to the exhibition. He, in turn, expressed his satisfaction at the high quality of the British products on show and the excellent way in which they were presented. He was told, too, that at the Paris exhibition, business is done not only with the French. In fact, British exhibitors also took large orders from buyers from many countries. Of the 9,412 visitors to this season's exhibition at least 2,500 came from countries other than France. As regards both exhibitors and buyers, this exhibition is therefore truly international and participation in it ensures contact with an extremely wide and varied clientele.

There are undoubtedly many ready-to-wear clothing manufacturers in the United Kingdom who would willingly exhibit at the Paris salon but are put off from doing so by the expense involved. Surprising as it may seem, quite a lot of manufacturers have still not heard of the joint venture scheme whereby the Board of Trade gives considerable assistance towards the cost of exhibiting overseas. This assistance makes it possible for even the smallest firm to participate. Firms wishing to avail themselves of it should contact the Overseas Trade Fairs Directorate, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2783).

Lancashire firm holds export exhibition

EXPORT PRODUCTIVITY was the theme of an exhibition held last week at the TACO works of Thomas Ashworth & Co. On display were completed products which incorporated the firm's castings, and which are sold to world markets. The exhibits ranged from handyman's tools and domestic equipment to delicate instruments used by technicians in hospitals, laboratories and research departments. In addition, a section was devoted to the design and finish of components for diecasting and examples were shown of change in material and design.

Visitors to the exhibition included managing directors of well-known firms, technicians, buyers and other executives, principals of technical colleges and schools, and Ministry of Labour officials.

Mobile exhibition unit on show at Liverpool Airport

A MULTI-DISPLAY mobile unit is being exhibited by Translode Units Ltd. at Hangar No. 6, Liverpool Airport, from December 11 to 15. The unit, which may be engaged either by one exporter or a group of exporters, permits an exhibitor to display his products directly without having to rely on specific trade exhibitions. If one exhibitor wishes, a comprehensive Continental tour can be arranged for a fixed period or, where a number of exporters desire to display their goods at the same location, arrangements can be made to a sponsoring organization for a trade mission to visit the selected territory accompanied by the exhibition unit.

Cost of British Week in Lyons

OWING TO a printing error, the cost of British Week in Lyons, given in the Parliamentary Answers section of the *Journal* last week, page 1387, was incorrectly given as £72,429. The cost of this Week was in fact £95,250.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices. "*. . . essential statistical data on the really important aspects of this country's trade . . . in exceedingly convenient form.*" – *The Times.*

Monthly 4s. (*by post* **4s. 5d.**). Annual subscription **£2 14s.** including postage.

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Overseas Trade and Exports

Ban on imports of meat

MR. FREDERICK PEART, Minister of Agriculture, Fisheries and Food, made the following statement in the House of Commons on December 4:

'Next, meat imports. I have already made it clear that it has not been possible to trace the origin of the present epidemic. But Hon. Members know that our veterinary resources are now fully stretched in fighting the present epidemic. For this reason a new primary outbreak elsewhere could be very dangerous. The Government are therefore making temporary changes forthwith in the arrangements for importing meat into Great Britain, in order to reduce so far as possible the risk of any new primary outbreak of foot-and-mouth disease while the present emergency is being brought under control. These changes do not imply that the present epidemic was necessarily caused by imported meat but the Government must minimize the risk of any new infection from any source at this time.

'The meat importing trade have offered their co-operation, which the Government have gratefully accepted. The trade has agreed to control the storage and distribution of meat already shipped. They will also suspend for the time being new shipments from all countries in the world, except those very few countries where foot-and-mouth disease is unknown or which have a long history of freedom from it. The Government are in consultation with governments of meat supplying countries, other than those few, about the need for urgent general action, if possible on a voluntary basis, during this emergency.

'The response from a number of countries has been sympathetic and encouraging.

'The Government hope that supplying countries concerned will be willing and able to take similar steps. In order that a complete and effective control can be exercised, my Rt. Hon Friend the Secretary of State for Scotland and I have made an Order coming into force on December 4 altering the present licensing arrangements. Details are being posted to all existing licence holders.

'The countries exporting meat to Great Britain where foot-and-mouth disease is effectively unknown are Australia, Canada, Finland, Iceland, Irish Republic, New Zealand, Norway, Republic of South Africa and the United States of America. These countries are not affected by the new measures.

'From all other countries in the world the landing of carcase meat and offal without an animal health licence will be prohibited. No further licences will for the present be issued. This will not prevent the landing of meat already shipped but the Imported Meat Trade Association has undertaken to limit its distribution, by putting frozen meat into cold store and by confining chilled beef to the London area. Frozen meat already in cold store will be held there.

'These arrangements are temporary. They will last until the present emergency has been brought under control, and will in any event be reviewed in three months' time if still in operation.

'Imports of canned meat and of bacon and ham are not affected.'

Trade inquiries

Telephone inquiries from the trade in England and Wales about the licensing arrangements should be made to 01-399 5191, Ext. 170 or 171. No telephone inquiries should be made to any Department on 399 6611 as this must be kept clear for urgent foot-and-mouth work. Trade inquiries about the arrangements for the storage and distribution of meat should be made to 'Meat Trade Inquiries', Ministry of Agriculture, Fisheries and Food, Whitehall Place, S.W.1 (Tel. 01-839 7711, Ext. 648, 274 and 247). Trade inquiries in Scotland should be addressed to the Department of Agriculture and Fisheries for Scotland, Coates Gardens, Edinburgh (Tel. 337 4271).

Additions to restrictions on imports of livestock, etc. from the UK

THE ANIMAL Health Division of the Ministry of Agriculture, Fisheries and Food, have announced the following additions to the list of restrictions on import of livestock, etc. from the United Kingdom published in last week's issue of the *Journal*, following the recent outbreak of foot and mouth disease.

Holland

Prohibited

Poultry, dead or alive, either into or transit through Holland.
Hatching eggs.
Hay and straw.
Horses, either into or transit through Holland.
Rabbits and hares, dead or alive or in parts.

Allowed

Preserved meat of rabbits or hares which has been canned and heat-treated.

Devaluation abroad

LAST WEEK the *Board of Trade Journal* published a list of countries which had been reported not to have devalued and those which were reported to have devalued their currencies. The following additional information was received as the *Journal* went to press on December 5.

The British Virgin Islands are not included in East Caribbean Currency Authority and have not therefore devalued. Western Samoa did not devalue with the New Zealand dollar.

Inquiries arising from this Notice should be made to the Export Services Branch, Board of Trade, Room E42, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 478).

Industrial Property Convention, Bahamas

THE GOVERNMENT of the United Kingdom has notified the Government of the Swiss Confederation that the International Convention for the Protection of Industrial Property, as revised in Lisbon in 1958, shall be applicable to the Bahamas and an Order in Council was made on November 13, 1967, directing that the Bahamas shall be deemed to be a Convention country for all the purposes of the Acts relating to patents, designs and trade marks.

Copies of the Order (S.I. 1967 No. 1681) may be obtained from the Sale Branch of the Patent Office, Block C, Station Square House, St. Mary Cray, Orpington, Kent, or from any branch of Her Majesty's Stationery Office, price 3d. each, by post 6d. each.

Industrial Property Convention, Malta

THE GOVERNMENT of Malta has given notice of its accession to the International Convention for the Protection of Industrial Property, as revised in Lisbon in 1958, and an Order in Council was made on November 13, 1967, declaring Malta to be a Convention country for all the purposes of the Acts relating to patents, designs and trade marks.

Copies of the Order (S.I. 1967 No. 1682) may be obtained from the Sale Branch of the Patent Office, Block C, Station Square House, St. Mary Cray, Orpington, Kent, or from any branch of Her Majesty's Stationery Office, price 3d. each, by post 6d. each.

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 406. Telex 25977 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order please.

ARGENTINA

Ministerio de Defensa (AFNE):

(239/67) Heat Exchangers. January 19, 1968. E.S.B. 43202/67.*

(239/67) Depth Gauges. January 19, 1968. E.S.B. 43201/67.*

(238/67) Radio-Isotope Apparatus for Ministry of Education and Justice. December 20. E.S.B. 42751/67.

Servicios Electricos Del Gran Buenos Aires SA:

(239/67) Radio and Telecommunications Equipment. January 9, 1968. E.S.B. 42782/67.*

(239/67) Air Extractors. January 9, 1968. E.S.B. 42783/67.*

AUSTRALIA

(233/67) Tractor Type Shunters for Commonwealth Railways. (Further Information.) Tender documents now available. E.S.B. 41234/67.*

(237/67) Optical Pulse Detector for Contract Board. (Further Information.) Tender documents now available. E.S.B. 42047/67.*

(237/67) Screening Plant for Engineering and Water Supply Department. January 11, 1968. E.S.B. 42707/67.

(233/67) Construction of Highway for National Capital Development Commission. January 23, 1968. E.S.B. 42029/67.

Northern Electric Authority of Queensland:

(235/67) Boiler Feed Pumps. January 31, 1968. E.S.B. 42206/67.*

(235/67) Coaltar-Expoxy Protective Coating. January 3, 1968. E.S.B. 42203/67.*

(237/67) Telecommunication Equipment for Postmaster-General's Department. (Further Information.) Closing date postponed to February 29, 1968. E.S.B. 40475/67.*

(237/67) Milling Machine for Victorian Railways. (Further Information.) Tender documents now available. E.S.B. 42060/67.*

BRAZIL

(233/67) Switchboards for Central Electrica De Furnas SA. February 1, 1968. E.S.B. 42015/67.

BURMA

(239/67) Map Copying Machine for Irrigation Department, Government of the Union of Burma. January 5, 1968. E.S.B. 43244/67.*

People's Oil Industry:

(238/67) Electric Lamps. December 25. E.S.B. 42774/67.*

(238/67) Cables. December 25. E.S.B. 42775/67.*

(239/67) Creosote Oil. December 20. E.S.B. 42794/67.*

Public Works Corporation:

(239/67) Electric Lamps and Fittings. December 28. E.S.B. 43232/67.*

(239/67) Cables. December 28. E.S.B. 43231/67.*

(239/67) Air Compressors; Stone Crushers. January 2, 1968. E.S.B. 43229/67.*

(239/67) Wire Rope. January 2, 1968. E.S.B. 43228/67.*

(239/67) Electric Motors. December 29. E.S.B. 43233/67.*

(239/67) Generators. January 2, 1968. E.S.B. 43230/67.*

(239/67) Sanitary Equipment. December 22. E.S.B. 43203/67.*

BURUNDI

(233/67, 239/67) Steel Pipes for La Regie de Distribution D'eau Et D'Electricite De Burundi. Bids opened on January 22, 1968. E.S.B. 41812/67.*

CANADA

Manitoba Hydro:

(235/67) Generators. (Further Information.) Tender documents now available. E.S.B. 42051/67.*

(236/67) Shunt Reactors. (Further Information.) Tender documents now available. E.S.B. 42092/67.*

CEYLON

(235/67) Steel for Department of Government Stores. (Further Information.) E.S.B. 40748/67.*

(237/67) Farm Machinery for Ministry of Agriculture and Food. January 5, 1968. E.S.B. 42240/67.*

State Engineering Corporation of Ceylon:

(233/67) Electrical Equipment. (Further Information.) Tender documents now available. E.S.B. 41633/67.*

(233/67) Air Conditioning Plant. (Further Information.) Tender documents now available. E.S.B. 41634/67.*

(233/67) Tyres and Tubes. (Further Information.) Tender documents now available. E.S.B. 41632/67.*

(237/67) Strawboard for Tender Board. March 5, 1968. E.S.B. 42708/67.

COLOMBIA

El Departamento Comercial de la Empresa Puertos do Colombia:

(237/67) Constructional Project (1). January 22, 1968. E.S.B. 42732/67.*

(237/67) Constructional Project (2). January 5, 1968. E.S.B. 42733/67.*

(237/67) Constructional Project (3). January 10, 1968. E.S.B. 42734/67.*

(238/67) Handling Equipment. January 15, 1968. E.S.B. 42730/67.*

(238/67) Constructional Projects. January 8, 1968. E.S.B. 42731/67.*

Empresa Nacional de Telecomunicaciones (TELECOM):

(236/67) Telecommunications Equipment. January 19, 1968. E.S.B. 42238/67.

(236/67) Truck Chassis. January 19, 1968. E.S.B. 42239/67.

CYPRUS

(236/67) Construction of Petrol Refinery for Cyprus Petroleum Refinery Ltd. January 15, 1968. E.S.B. 40947/67.

ECUADOR

(234/67) Hospital Installations for Ministerio de Defensa Nacional. January 16, 1968. E.S.B. 42064/67.

FORMOSA

Central Trust of China:

(233/67) Pumps. December 21. E.S.B. 42022/67.*

(233/67) Microwave System Maintenance Parts. December 22. E.S.B. 42024/67.*

(233/67) Drain Vessels. December 21. E.S.B. 42025/67.*

(237/67) Lapping Machine. December 29. E.S.B. 42718/67.*

(237/67) Ball and Roller Bearings. December 29. E.S.B. 42719/67.*

(237/67) Slotting Machine. December 21. E.S.B. 42720/67.*

(237/67) Suction Heater. December 22. E.S.B. 42721/67.*

(237/67) Differential Pressure Controller. December 22. E.S.B. 42722/67.

(237/67) Hydraulic Jacks. December 27. E.S.B. 42701/67.*

(237/67) Fire Hose. December 30. E.S.B. 42702/67.*

(237/67) Generating Plant. December 29. E.S.B. 42703/67.*

(237/67) Fork Lift Truck. December 30. E.S.B. 42704/67.*

(237/67) Ball Bearings. December 29. E.S.B. 42705/67.*

(237/67) Valves. December 29. E.S.B. 42706/67.

(238/67) Cable Fault Locating Equipment. December 22. E.S.B. 42776/67.*

(238/67) Porcelain Bushing Insulators. December 22. E.S.B. 42777/67.*

(238/67) Thermocouple Assemblies. December 26. E.S.B. 42778/67.*

(238/67) Analytical Instruments. December 27. E.S.B. 42771/67.*

(238/67) Telegraph Typing Reperforator. December 27. E.S.B. 42772/67.*

(238/67) Monorail Electric Hoist. December 27. E.S.B. 42773/67.*

(239/67) Sodium Citrate. December 28. E.S.B. 42789/67.*

(239/67) Planimeter. December 27. E.S.B. 42787/67.*

(239/67) Band Saws. December 22. E.S.B. 42790/67.*

GERMANY, FEDERAL REPUBLIC OF

(235/67) Steel Plate for Senator Fur Bau-u, Wohnungswesen. January 18, 1968. E.S.B. 42211/67.*

GREECE

Greek National Tourist Organization:

(236/67) Ropeway. Advance Information.. E.S.B. 42235/67.

(236/67) Transmitting Equipment. Advance Information. E.S.B. 42233/67.

Institute of Social Insurance:

(236/67) Pharmaceuticals; Chemicals. January 17, 1968. E.S.B. 42244/67.*

(236/67) Diathermy Apparatus. January 17, 1968. E.S.B. 42255/67.*

(236/67) Medical Equipment. January 8, 1968. E.S.B. 42245/67.*

(236/67) Lathes for Ministry of Trade. (Further Information.) E.S.B. 15190/65.*

(236/67) Tanker Semi-Trailers for Public Power Corporation. December 20. E.S.B. 42231/67.

HONG KONG

(236/67) Tyres and Tubes for Tender Board. December 22. E.S.B. 42265/67.*

INDIA

(239/67) Capacitors, Transformers, Lightning Arrestors for Bhakra Management Board. February 1, 1968. E.S.B. 42780/67.

(239/67) Testing Instruments for Bharat Heavy Electricas Ltd. December 22. E.S.B. 42781/67.*

(237/67) Railway Material and Equipment for Central Railway. January 15, 1968. E.S.B. 42716/67.

(*Continued on page* 1495)

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as* 500 *calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than* 100 *countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only* £10 10*s.*

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Controller of Stores:
(236/67) Cutting Machine. December 29. E.S.B. 42285/67.
(236/67) Truck Making Machine. January 14, 1968. E.S.B. 42286/67.*
(237/67) Furnaces. December 22. E.S.B. 42284/67.
(236/67) Gang Slitting Machine for Directorate of Supplies and Disposals. (Further Information.) Closing date postponed to December 21. E.S.B. 31542/67.*
(237/67) Dynamometer for Executive Engineer, Mechanical Division, Nanded. December 26. E.S.B. 42726/67.
(239/67) Ultrasonic Flaw Detector for Supplies and Disposals. December 20. E.S.B. 42779/67.*

IRAN

(237/67) Cranes; Trailers; Hand Wagons; Telephone Exchanges; Buses; Cable for Iranian Customs Administration. January 20, 1968. E.S.B. 42717/67.
(237/67) Cotyloid Planes for Iranian State Railways. January 10, 1968. E.S.B. 42736/67.

IRAQ

(239/67) Printing Paper for Central Foreign Purchasing Board. December 24. E.S.B. 43205/67.
(239/67) Paper and Printing Materials for Directorate General of Government Press. January 21, 1968. E.S.B. 43209/67.
(237/67) Pumping Plant; Construction of Pipelines; Canal and Irrigation System for Directorate General of Irrigation. (Further Information.) Press announcement now available. E.S.B. 40675/67.*
(234/67) Construction of Road for Directorate General of Roads and Bridges. March 9, 1968. E.S.B. 42075/67.
(236/67) General Stores Materials for Iraq Cement Co. December 20. E.S.B. 42280/67.
Ministry of Defence:
(234/67) Hospital Equipment. January 6, 1968. E.S.B. 42071/67.
(234/67) Hospital Theatre Equipment. January 6, 1968. E.S.B. 42072/67.
Ministry of Finance:
(239/67) Hospital Equipment. January 7, 1968. E.S.B. 43207/67.
(239/67) Drugs. January 7, 1968. E.S.B. 43208/67.
Ministry of Industry:
(234/67) Civil Engineering Works. March 9, 1968. E.S.B. 42074/67.
(237/67) Water Supply and Sewerage Treatment Works. (Further Information.) Press announcement now available. E.S.B. 39930/67.*
(237/67) Construction of Factory Buildings. (Further Information.) Press announcement now available. E.S.B. 39631/67.*
Ministry of Municipalities and Works:
(236/67) Cables and Accessories. December 25. E.S.B. 42281/67.
(234/67) Water Supply. February 27, 1968. E.S.B. 42075/67.
(237/67) Electrical Plant and Construction of Building. January 2, 1968. E.S.B. 42293/67.
(237/67) Electrical Plant and Construction of Building. January 9, 1968. E.S.B. 42290/67 and 42291/67.
(237/67) Electrical Plant and Construction of Power House. January 2, 1968. E.S.B. 42289/67.
(237/67) Construction of Water Supply. February 27, 1968. E.S.B. 42295/67.
(237/67) Construction of Water Supply Project. February 27, 1968. E.S.B. 42282/67.
(239/67) Diesel Sets. February 6, 1968. E.S.B. 43210/67, 43211/67.

IRISH REPUBLIC

(235/67) Fluoridation Plant for Waterford County Council. January 15, 1968. E.S.B. 42214/67.

JORDAN

Jordan Cement Factories Ltd.:
(239/67) Paper Bags, Kraft. December 21. E.S.B. 42784/67.*
(239/67) Firebricks and Mortar. December 21. E.S.B. 42785/67.*
(239/67) Screw Conveyor and Bucket Elevator. December 21. E.S.B. 42786/67.*

KENYA

(237/67) Telecommunication Equipment for East African Posts and Telecommunications Administration. (Further Information.) Tender re-issued. Closing date now February 6, 1968. E.S.B. 40916/67.

KUWAIT

(238/67) Lathe and Accessories for Ministry of Electricity and Water. December 20. E.S.B. 42737/67.*
(238/67) Cable Jointing Material for Ministry of Posts, Telegraphs and Telephones. January 9, 1968. E.S.B. 42742/67.*

LEBANON

(237/67) Fungicides; Insecticides for La Regie Libanaise des Tabacs. December 20. Tender documents now available. E.S.B. 42288/67.
(236/67) Vehicles for Municipal Council. December 20. E.S.B. 42221/67.*

LIBYA

(236/67) Sewage Project for Central Tender Board. January 15, 1968. E.S.B. 42245/67.*
(236/67) Construction of Dam. (Further Information.) Closing date postponed to January 15, 1968. E.S.B. 41293/67 and 41294/67.
(238/67) Constructional Project for Municipality of Benghazi. (Further Information.) Press notice now available. E.S.B. 40243/67.*
(236/67) Construction of Municipality Building for Tenders Board. February 6, 1968. E.S.B. 42247/67.

MALAWI

(236/67) X-ray Films and Accessories for Government Medical Stores. December 22. E.S.B. 42234/67.*

MALAYSIA

(234/67) Machine Tools for National Electricity Board. (Further Information.) Tender documents now available. E.S.B. 40770/67.*
Telecommunications Department:
(238/67) Telecommunications Equipment. March 27, 1968. E.S.B. 42754/67.*
(238/67) Manhole Covers and Frames. January 22, 1968. E.S.B. 42757/67.*
Electricity Board:
(235/67) Lanterns. December 26. E.S.B. 42219/67.*
(235/67) Cables and Earthing Equipment. January 16, 1968. E.S.B. 42220/67.

MOZAMBIQUE

(239/67) Tarpaulins for Director dos Servicos Dos Portos. December 20. E.S.B. 43235/67.*

NETHERLANDS

(238/67) Road Maintenance for Director of Waterways. December 27. E.S.B. 42735/67.

NEW ZEALAND

(235/67) Power Station Plant for Taumarunui Borough Council. February 11, 1968. E.S.B. 42204/67.*
(235/67) Circuit Breakers for Waitemata Electric Power Board. January 19, 1968. E.S.B. 42205/67.*

NIGERIA

(239/67) Drugs and Hospital Supplies for Federal Ministry of Health. (Further Information.) Tender documents now available. E.S.B. 40971/67.*

PAKISTAN

(239/67) Laboratory Instruments etc. for Director of Supply. December 28. E.S.B. 43235/67.*
(235/67) Workshop Equipment for Pakistan Western Railway. (Further Information.) Closing date postponed to January 16, 1968. E.S.B. 37670/67.*
West Pakistan Railway Board:
(233/67) Workshop and Printing Press Machinery. January 11-15, 1968. E.S.B. 41878/67.
(233/67) Lathes. January 10, 1968. E.S.B. 41876/67.

SAUDI ARABIA

University of Riyadh:
(238/67) Construction of Laboratories. January 20, 1968. E.S.B. 42767/67.
(238/67) Laboratory Equipment. April 13, 1968. E.S.B. 42768/67.

SENEGAL, REPUBLIC OF

Senegal Railways:
(235/67) Railway Works Trolleys. February 1, 1968. E.S.B. 42212/67.
(238/67) Railway Works Trolleys. (Further Information. Tender documents now available. E.S.B. 42212/67.*

SOUTH AFRICA

(235/67) Textiles for Cape Provincial Tender Board. January 5, 1968. E.S.B. 42097/67.*
(238/67) Earth Boring Machine for City Hall of Durban. January 12, 1968. E.S.B. 42746/67.*

SPAIN

(236/67) Cranes and Belt Conveyor System for Ministry of Public Works. January 29, 1968. E.S.B. 42251/67.

SYRIAN ARAB REPUBLIC

(237/67) Construction of Electric Motor Factory for Ministry of Petroleum and Electricity. January 7, 1968. Tender documents now available. E.S.B. 42242/67.*
(237/67) Rock Salt Mine Project for Public Administration Section. January 29, 1968. E.S.B. 42273/67.
Public Administration of Electricity:
(237/67) Construction of Cement Pole Manufacture Workshop. January 4, 1968. E.S.B. 42271/67.
(237/67) Coking Equipment. January 20, 1968. E.S.B. 42272/67.

THAILAND

(234/67) Meteorological Equipment for Meteorological Department. December 21. E.S.B. 42085/67.*
(234/67) Cable Connectors for Metropolitan Electricity Authority. January 5, 1968. E.S.B. 42081/67.*
(234/67) Screw Drivers for State Railway of Thailand. January 5, 1968. E.S.B. 42085/67.

TURKEY

(236/67) Monitoring System for Naval Forces Command. (Further Information.) E.S.B. 41656/67.*
State Railways Department:
(236/67) Remote Control and Communications System. December 28. E.S.B. 42264/67.*
(238/67) Bearing Boxes. December 25. E.S.B. 42770/67.*
(238/67) Springs. December 25. E.S.B. 43034/67.*
Turkish Cement Industries Corporation:
(236/67) Fire Resistant Steel Sheet. December 25. E.S.B. 42225/67.*
(236/67) Bearings. December 22. E.S.B. 42226/67.*

URUGUAY

(235/67) Telephones for AFE (State Railways): January 16, 1968. E.S.B. 42202/67.
(235/67) Electrolytic Wire for AMDET. January 23, 1968. E.S.B. 42098/67.
University of the Republic:
(235/67) Syringes. December 30. E.S.B. 42099/67.
(235/67) Surgical Gloves. January 2, 1968. E.S.B. 42100/67.
(235/67) Thermometers. January 9, 1968. E.S.B. 42201/67.
(235/67) Steam Generator. 1st call December 20, 2nd call December 30. E.S.B. 42209/67.

VENEZUELA

CVG Siderurgica del Orinoco:
(234/67) Oxygen Plant. January 4, 1968. E.S.B. 41501/67.
(234/67) Ingot Heating Furnace. January 4, 1968. E.S.B. 41502/67.
(234/67) Scarfing Machine. January 4, 1968. E.S.B. 41605/67.
Ministry of Health:
(238/67) Laboratory, Medical and Fumigation Equipment. December 22. E.S.B. 42764/67.
(238/67) Pharmaceutical Drug. December 22. E.S.B. 42765/67.

VIETNAM

(236/67) Mineralogical Laboratory Equipment for Central Supply and Procurement Authority. December 20. E.S.B. 42253/67.*

WINDWARD ISLANDS

(237/67) Fertilizers for Windward Islands Banana Growers Association January 9, 1968. E.S.B. 42725/67.*

ZAMBIA

(234/67) Pharmaceuticals for Central Supply and Tender Board. December 29. E.S.B. 42083/67.*
(238/67) Construction of Railway Workshops, Ancillary Works and Equipment for The Ministry of Transport, Power and Communication (Pre-qualification.) February 23, 1968. E.S.B. 42766/67.*

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(234/67) Manufacture under licence – window fittings. E.S.B. 41912/67.
(238/67) Inquiry in respect of garbage disposal equipment. E.S.B. 42698/67.

Bahamas
(239/67) Inquiry for concrete block making plant; tyres. E.S.B. 41815/67.

Barbados
(235/67) Inquiry for radio telephones. E.S.B. 31719/67.

Bolivia
(234/67) Inquiry for mattress making machinery. E.S.B. 42339/67.
(235/67) Inquiry for tea manufacturing tea plant. E.S.B. 42402/67.
(236/67) Inquiry for jewellery laminators. E.S.B. 23572/67.
(236/67) Inquiry for nail wire. E.S.B. 42687/67.

British Honduras
(235/67) Inquiry in respect of agricultural machinery and supplies; aircraft; builders supplies; fruit processing plant; furniture; office equipment; protective clothing vehicles; workshop equipment. (Further Information.) E.S.B. 16581/67.

Canada
(239/67) Agency inquiry for abrasives; power tools. E.S.B. 42883/67.
(233/67) Inquiry for rainwear fabrics. E.S.B. 41788/67.
(234/67) Inquiry for textiles. E.S.B. 41779/67.
(235/67) Inquiry for giftware; housewares; sports goods; toys. E.S.B. 42345/67.
(235/67) Inquiry for lamp bases. E.S.B. 41919/67.
(235/67) Inquiry for steam turbines. E.S.B. 41388/67.
(237/67) Inquiry for confectionery. E.S.B. 42579/67.
(237/67) Inquiry for furniture. E.S.B. 42652/67.
(238/67) Inquiry for blankets; disposable gowns; textiles. E.S.B. 42881/67.
(238/67) Inquiry for edible oil refining plant equipment. E.S.B. 11214/67.
(238/67) Inquiry for office machinery; school supplies. E.S.B. 42911/67.
(239/67) Inquiry for dating machines. E.S.B. 42926/67.
(239/67) Inquiry for electric motors. E.S.B. 42600/67.

Chile
(238/67) Inquiry for buses. E.S.B. 28078/67.

Cyprus
(235/67) Agency inquiry for baby products; cosmetics; toilet preparations. E.S.B. 37719/67.

Denmark
(233/67) Agency inquiry for soldering machines. E.S.B. 41729/67.

Faroe Islands
(234/67) Inquiry for fruit; fruit cake. E.S.B. 41018/67.

Fiji
(238/67) Agency inquiry for slide fasteners; stationers sundries. E.S.B. 38918/67.

Finland
(235/67) Agency inquiry for fur fabrics. E.S.B. 42318/67.
(235/67) Agency inquiry for textile machinery, yarns. E.S.B. 42173/67.
(238/67) Agency inquiry for piece goods. E.S.B. 15402/67.
(239/67) Inquiry for hydraulic couplings; hydraulic motors; nailing and stapling machines; woodworking machines. E.S.B. 42181/67.

Formosa
(237/67) Tenders successful bidders. E.S.B. 19699/67.

France
(235/67) Agency inquiry for blankets; clothing; cotton house linen; dolls; haberdashery; kitchenware. E.S.B. 25841/64.
(235/67) Agency inquiry for boilers; laundry equipment. E.S.B. 41955/67.
(235/67) Agency inquiry for plastics raw materials; spectacle components and accessories. E.S.B. 42321/67.
(235/67) Inquiry for bottle caps. E.S.B. 38546/67.
(234/67) Inquiry for labelling machines. E.S.B. 41957/67.
(237/67) Inquiry for bottle packaging plant; plastic bottle making plant; plastic tanks. E.S.B. 39238/67.
(238/67) Inquiry for chinaware; crystalware; leather goods; metalware. E.S.B. 41980/67.
(238/67) Inquiry for distributors; lifts; pumps; valves. E.S.B. 35547/67.

Germany, Federal Republic of
(235/67) Agency inquiry for hedge-cutters; lawn mowers. E.S.B. 19888/67.
(236/67) Agency inquiry for ties. E.S.B. 15917/67.
(237/67) Agency inquiry for gin. E.S.B. 42623/67.
(235/67) Inquiry for cutting equipment. E.S.B. 41916/67.
(234/67) Import opportunities. C.R.E. 27/67.
(235/67) Inquiry for towelling. E.S.B. 42435/67.
(238/67) Inquiry for metal waste; wire rods. E.S.B. 38980/67.
(238/67) Inquiry for motor car accessories; builders hardware. E.S.B. 42615/67.

Greece
(236/67) Inquiry for gas turbines. E.S.B. 45726/66.

Guatemala
(239/67) Agency inquiry for screws, nuts and bolts; tractors; transmission shafts. E.S.B. 42120/67.

Guyana
(238/67) Inquiry for commercial gas cookers; commercial gas water heater; commercial washing machine and dryer. E.S.B. 40897/67.

Hong Kong
(235/67) Inquiry for doily-making machines. E.S.B. 42362/67.
(236/67) Inquiry for match-assembling machines. E.S.B. 42142/67.

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(237/67) Agency inquiry for earthmoving equipment; mechanical handling equipment. E.S.B. 42547/67.

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(233/67) Agency inquiry for hot-house equipment. E.S.B. 41553/67.
(239/67) Agency inquiry for electronic equipment. E.S.B. 42615/67.

Italy
(234/67) Agency inquiry for floor coverings. E.S.B. 41172/67.
(236/67) Agency inquiry for knitwear. E.S.B. 42312/67.
(236/67) Agency inquiry for knitwear; raincoats. E.S.B. 41914/67.
(237/67) Agency inquiry for nuts. E.S.B. 11225/67.
(237/67) Agency inquiry for rainwear. E.S.B. 15086/67.
(237/67) Agency inquiry for whisky. E.S.B. 42167/67.
(234/67) Inquiry for acid resistant coating ornaments and tiles. E.S.B. 42353/67.
(235/67) Manufacture under licence – construction equipment. E.S.B. 41755/67.

Italy/Rumania
(234/67) Trade Agreement.

Jamaica
(234/67) Inquiry for crystalware; hollowware; pewterware; toys. E.S.B. 41992/67.

Kenya
(233/67) Inquiry for metal working machinery. E.S.B. 41120/67.
(234/67) Inquiry for vegetable dehydration machinery and equipment. E.S.B. 35177/67.
(239/67) Inquiry for animal feeds; dairy equipment; fertilizers. E.S.B. 42629/67.
(239/67) Inquiry for textile fabrics. E.S.B. 26918/67.

Kuwait
(238/67) Inquiry for beds; furniture; mattresses. E.S.B. 41128/67.

Lebanon
(238/67) Agency inquiry for cleaning materials; cosmetics and toiletries; deodorants. E.S.B. 21784/67.

Libya
(235/67) Inquiry for building hardware; sanitaryware fittings. E.S.B. 35125/67.

Luxembourg
(239/67) Inquiry for carpets. E.S.B. 42861/67.

Mexico
(234/67) Inquiry for extrusion plant. E.S.B. 41332/67.
(234/67) Inquiry for machine tools. E.S.B. 41519/67.
(234/67) Inquiry for pipe and tube making machinery. E.S.B. 41521/67.
(234/67) Inquiry for tube making machinery. E.S.B. 41523/67.

Netherlands
(238/67) Inquiry for knitwear. E.S.B. 39719/67.

New Zealand
(234/67) Manufacture under licence – building materials. E.S.B. 41760/67.

Nigeria
(238/67) Inquiry for hose fittings; transmission belting clips. E.S.B. 23400/67.

Pakistan
(234/67) Inquiry for gypsum board making machinery. E.S.B. 42113/67.
(235/67) Inquiry for adhesive plaster; cotton wool manufacturing plant; gelatine operculate capsules plant. E.S.B. 16777/67.
(237/67) Introduction of the metric system. C.R.E. 17802/G.

Puerto Rico
(235/67) Agency inquiry for steel framed buildings. E.S.B. 41438/67.

Rumania/Spain
(237/67) Trade Agreement. C.R.E. 9529/G.

Saudi Arabia
(235/67) Inquiry for floating crane. E.S.B. 41917/67.
(235/67) Inquiry for furniture; gas ovens; hand tools; kitchen equipment; office supplies; paper cups; refrigerators; washing machines. E.S.B. 19118/66.

Singapore
(234/67) Inquiry for testing equipment. E.S.B. 41910/67.
(236/67) Agency inquiry for dry-dock repair equipment and materials. E.S.B. 41735/67.
(238/67) Inquiry for zinc discs. E.S.B. 35891/67.

South Africa
(236/67) Agency inquiry for blast equipment. E.S.B. 42466/67.
(236/67) Agency inquiry for cotton cashmere. E.S.B. 41946/67.
(234/67) Manufacture under licence – office furniture and equipment; sheet metal products; theatre seating; wood products. (Further Information.) E.S.B. 40560/67.

Spain
(237/67) Manufacture under licence – ignition systems. E.S.B. 41728/67.

Sweden
(235/67) Agency inquiry for electronic components. E.S.B. 41913/67.
(237/67) Agency inquiry for hoses. E.S.B. 39865/67.

Switzerland
(234/67) Agency inquiry for dresses. E.S.B. 41733/67.
(235/67) Agency inquiry for thermostats; waterpump assemblies. E.S.B. 41915/67.
(236/67) Agency inquiry for silo equipment. E.S.B. 42515/67.
(234/67) Inquiry for machine tools. E.S.B. 41588/67.
(237/67) Inquiry for furniture. E.S.B. 42628/67.
(239/67) Inquiry for cotton wool sticks; sanitary tampons. E.S.B. 25442/67.
(239/67) Inquiry for heaters; valves. E.S.B. 43035/67.

Turkey
(235/67) Agency inquiry for construction equipment. E.S.B. 41796/67.

United States of America
(234/67) Inquiry for packaging and wrapping machinery. E.S.B. 42031/67.
(234/67) Manufacture under licence in Britain – relays. E.S.B. 41923/67.
(235/67) Inquiry for hats. E.S.B. 42146/67.
(235/67) Inquiry for metals. E.S.B. 7061/67.
(237/67) Inquiry for tape guides. E.S.B. 39167/67.
(239/67) Inquiry for nails. E.S.B. 43072/67.
(239/67) Inquiry for sports equipment. E.S.B. 43078/67.

Uruguay
(234/67) Inquiry for fire-fighting vehicles and equipment. E.S.B. 42152/67.

Various
(234/67) Visits by British Overseas Commercial Representatives during January and February, 1968. E.S.B. 6865/66.

†For further details of the 'Export Service Bulletin', see page 1493.

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published in the pink paper Supplement to this week's issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page xii of the Supplement) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

Marketing visit to Japan

A PARTY of senior executives from Europe's largest supplier of aviation instruments and flight control systems, Smiths Industries Aviation Division, visited Japan for two weeks at the beginning of November.

The team included Mr. R. M. M. Biden the Aviation Division's Asian marketing manager, Mr. D. S. Morgan, general instruments technical sales manager and Mr. E. Barrett, chief service engineer. Together with executives from the Aviation Division's Japanese Agents – Cornes & Co. Ltd. – they had talks with Namco and Mitsubishi and other manufacturers on systems, equipment and instruments for the following projects: CX Military Jet Transport, TX Supersonic Jet Trainer, YS.11, YX Civil Jet Transport.

This followed previous discussions with Japanese manufacturers and operators who are interested in Smiths products including the Series 6 flight control system and autopilot. This equipment has already achieved considerable marketing success in Europe and is fitted as standard to the Fokker F.28.

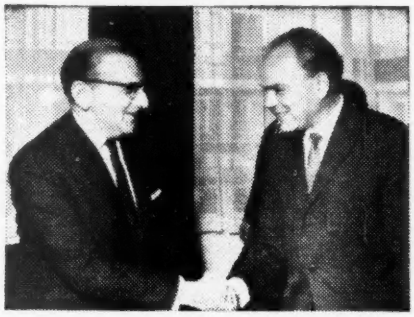
Middle East tour

DUNLOP Sports Company exports account for half of their United Kingdom output. These results are achieved not only by increasing the Dunlop share in the major overseas sports markets but also through a continuing policy of developing and encouraging new areas, where sports equipment has considerable potential.

As part of this export effort, Dunlop Sports Company are paying particular attention to the Middle East and the company's assistant export manager, Mr. Michael Thornhill, is now on a tour to examine the existing distribution arrangements, discuss the Dunlop Sports equipment range and assess the market potential. The main sports concerned are tennis and table tennis, whilst some golf and squash are played. Particularly promising is the recently introduced Dunlop Long-Play tennis ball which retains its remarkable playing qualities far longer under harsh Middle East conditions than the conventional pressurized type.

The itinerary for the tour includes visits to Teheran, Kuwait, Doha, Dubai (Trucial States), Bahrain in the Persian Gulf, Dharan, Riyadh and Jeddah (Saudi Arabia) and Beirut.

During the tour Mr. Thornhill will be playing exhibition table tennis matches; although no longer an active competitor, he is a former number one ranked England player and has represented his country in more than 50 international tournaments. One of his fellow competitors from world championship table tennis, Lazlo Foldy, an ex Hungarian champion, is now national table tennis coach in Iran, where he will play an exhibition match with Mr. Thornhill.



His Excellency, Mr. T. Olechowski, the Polish Vice-Minister of Foreign Trade (right), and Mr. J. A. Lewando (left), export director of Marks and Spencer Limited, during an official visit to the company recently, as part of the programme arranged by the Board of Trade.

Swedish tour

NEW export opportunities in Sweden and Holland are being opened up by Speedwell Gear Case Co. Ltd., of Witton, Birmingham, among the country's leaders in sheet metal fabrications of every description covering a wide sweep of industry.

Recent export tours to the two countries were followed up by managing director Derek Mattey who recently visited Sweden for a week and sales manager Jack Flattery who visited leading Dutch industrialists from November 13 to 17.

In both countries Mr. Mattey and Mr. Flattery investigated extensive inquiries received from general engineering concerns, sheet metal industries and cycle manufacturers.

Round the world trip

ARTHUR E. EVANS, chairman and managing director of Evans Electroselenium Ltd., Halstead, manufacturers of the well known EEL photo-electronic analytical instruments, has again started one of his round-the-world flying trips—this is the second within this current year.

He will fly via Japan to Australia where EEL International Ltd., the company's new branch factory, is developing at great speed, and whilst in Australia, Mr. Evans will rationalize the expansion programme in the area. His return to this country will be via the United States.

New instruments emerging from the EEL Research Laboratory at Braintree, Essex, should find a ready market in the countries visited and it is to clear the channels of distribution for these new developments that the journey is being made.

Visit to India

FURTHER manufacture of Marconi Instruments products in India are being discussed by Mr. J. H. Buving, export regional manager for that area, now on a visit to Madras and New Delhi.

Two of the company's signal generators are already being produced in quantity in Madras to satisfy the requirements of an Indian Government contract valued at £346,000. Certain of the components are supplied from England.

During his stay of approximately a month in India, Mr. Buving will attend the Indian Telecommunications Engineers' Meeting in New Delhi in early December. On his return journey to England, he will visit Marconi Instruments' agents in the Lebanon, Risk Brothers of Beirut.

Managing director flies to America

As a result of a series of export visits to North America and the successful participation at the ISA Exhibition in Chicago in September, the Stow Electronics Group of Companies report a rapidly expanding market for their Stolec range of standard and miniature thumbwheel switches and a growing interest in their new impulse digital print-out unit, due to be marketed early in the New Year.

To develop further this export activity, Mr. George Stow, managing director, flew to the United States on November 23 to meet potential customers and for technical discussions with the 20 agents now representing the group in New York, San Francisco, Chicago, Los Angeles, Fort Worth, St. Louis, Rochester and other centres, all of which he will be visiting.

Commenting on his tour, Mr. Stow said: 'Whatever the political aspects of devaluation, obviously we must make the most of it export wise and there is no doubt that, being even more keenly priced, our own products will find an even readier sale in the United States.'

US trip successful

SENIOR executives from the Scottish engineering industry have just returned from a two week tour of the United States with firm prospects of winning substantial orders in the American market.

The Scottish Council (Development and Industry), which arranged the tour on behalf of 10 companies, announced in Edinburgh that most of the firms are already preparing to quote for a wide range of items, from press tools and components to special purpose machines and capital plant.

Several of the firms have begun negotiations for joint venture and licensing agreements with American companies. In some areas of the United States, the potential business is so considerable that at least two firms have decided to appoint agents in America.

Mr. Peter Cruickshank, of the Scottish Council's development division, who accompanied the group, said that between them the 12 executives covered more than 100,000 miles in the fortnight, and made contact with about 150 American firms. Many of the major United States cities were visited.

Sales drive in South Africa

Two senior executives from International Rectifier (Great Britain), Mr. Howard Walford, general sales manager and Mr. A. M. Martin, product sales manager are making a three-week tour of South Africa.

The tour, which is designed to boost IR's exports, has been organized in conjunction with the company's South African agents, MI (South Africa) (Pty.).

Mr. Walford and Mr. Martin are visiting Johannesburg, Pretoria, Cape Town, Port Elizabeth and Durban. In Johannesburg they held a symposium on November 21 at the Institute of Electrical Engineers on 'The State of the Art in Semiconductor Technology'.

New export markets

PART of Cosmocord's expansion policy has a significant relevance to the present British export-based sales drive. Mr. Owen Charles, Cosmocord's export sales manager, has just returned from a 3,000 mile continental tour, purpose of which was to open up fresh markets for the new range of Cosmocord products.

During the tour, which included visits to Germany, Denmark, Sweden and Switzerland, Mr. Charles gave a talk on the English Service of Swiss Radio, when he spoke about the Cosmocord ear defender headset. This item, incidentally, was prominent at the INEL Exhibition in Basle, and caused considerable interest, as did the recently introduced sound level meter, which was displayed at the Instrument and Measurement Exhibition in Sweden.

(Continued on next page)

EXPORT TOURS, *continued*

25,000-mile round trip to boost sales

THE marketing director of Johnstons of Elgin – the Scottish woollens manufacturing firm in Morayshire – has returned from a 25-day sales tour of the Far East and the United States. He averaged 1,000 miles a day in travel on the journey, during which he reorganized part of the firm's 'pipeline' for exports.

The travelling executive, Mr. John A. D. Harrison, spent five days in Hong Kong, nearly two weeks in Japan, and also visited San Francisco, Florida, the Bahamas and New York, bringing back a significant list of export orders for the company.

As a result of his negotiations, Johnstons of Elgin will now deal direct with two Japanese import firms, one to handle textiles in bulk and the other to handle finished goods, such as cashmere scarves. In the United States, the firm's products will be channelled into the market on a similar basis. Finished goods will continue to be handled by the associated company of Pringle-Johnston Imports, and cloth lengths will be handled by the internationally-known firm of Roger La Viale.

Chairman leaves for India

MR. G. M. WOLFE, chairman and managing director, Wolf Electric Tools Ltd., has left for a visit to Wolf Indian Associates, Ralliwolf. In addition to reviewing the Wolf progress in the Indian market, he will be discussing Wolf global policy and other matters concerning the company's extensive international trade. Wolf also have a plant in Australia.

US tour

PETER NOBLE and Terry Tofield of wine merchants, Christopher and Co. Ltd., London, are now back from their export tour of the United States and Bermuda markets. They travelled 15,000 miles in 22 days, but, were much encouraged by the reception given to 'Christopher's Choice' at every level throughout their travels.

Many seasoned veterans have said it is almost impossible to launch a new Scotch whisky on the United States market without the backing of millions of dollars, but Christopher's have happily disproved that theory.

Two glittering receptions at the Plaza Hotel in New York opened Christopher's campaign, and the many influential and distinguished guests present were unanimous in their praise.

After New York, they then visited Washington D.C., the States of New Jersey and Connecticutt, Boston, Chicago, San Francisco, Los Angeles, Dallas and Fort Worth, appointing distributors for 'Christopher's Choice' in each centre.

North American tour

MR. PETER GRIFFIN, the Platignum export sales manager, began a short but intensive trip to Canada and the United States on November 23.

This trip, though particularly opportune, was, in fact, arranged several weeks ago before the present economic situation developed and Mr. Griffin will have the opportunity of visiting the most important buyers of writing instruments in Montreal, Toronto, Vancouver and Los Angeles.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

Europe's largest space simulator

Europe's largest space simulator has been commissioned successfully and handed over at the European Space Technology Centre, Noordwijk, Holland – reports AEI, the British member of the three-nation Eurocos consortum responsible for the £300,000 project.

Orders for New Zealand

British Insulated Callender's Cables Limited have again been awarded an order for the supply of high voltage capacitors by the New Zealand Electricity Department. This further substantial order is for 63 MVAr of capacitor banks, designed for working on a 66kV system. The equipment is intended for the additional improvement of New Zealand's electricity system efficiency, thereby leading to greater economy in the transmission and distribution of power.

Export order for Costa Rica

Against international competition Mather & Platt Limited has won an order from Compania Electrica Del General SA of Costa Rica worth over £172,000 for the supply of power plant and distribution system for a hydro electric power station in Costa Rica.

£200,000 export orders

Orders for overseas worth more than £200,000 are announced by Towler Hydraulics of Rodley, Leeds, and Londonderry, Northern Ireland. The company is already exporting at record level and these new contracts will bring the total so far this year to almost double the figure of 1966.

Orders from Middle East and Africa

Perkins three, four and six cylinder industrial diesels are being installed as standard equipment in a new range of Petbow generating sets which have already attracted orders from Saudi Arabia and Ghana.

Mining tools for Ghana

P. & V. (Mining & Engineering) Ltd., members of the Padley & Venables Division of the Derbyshire Stone Group, have received a large order, valued at £49,000 from the Ghana State Mines. The order, which is for rock drilling and mining tools, follows a substantial order received in September and represents further consolidation of the demand for P. & V. equipment in the area, in conjunction with their agents, Holman Bros. (Ghana) Ltd.

Marconi navigation equipment for Eastern Europe

Transporturile Aeriene Romanie, the Rumanian National Airline, has placed an order with The Marconi Company for airborne v.h.f. navigation equipment to equip 12 Ilyushin 18 aircraft. This follows an order earlier in the year, from Aviaexport, Moscow, for similar equipment which is being used in Ilyushin 18's and in Antonov 24 aircraft; an order which lifted the total value of Marconi's airborne navigation equipment exported to Russia above £1 million.

Vending machines to East Africa

Ten vending machines have been delivered to Kenya by Gloster Saro Ltd., a Hawker Siddeley Company, breaking new ground for this equipment in the Company's export activities. The order was placed by N.A.S. Limited, who are responsible for catering at Nairobi Airport, and includes confectionery, snack and cold drink machines as well as a tea machine which brews each cup individually from the leaf.

Pakistan order

The Marconi International Marine Co. Ltd., has received a substantial order to supply a wide range of communications equipment and aids to navigation to four 12,860-ton cargo ships under construction in Yugoslavia. The vessels, 'Taxila' (217), 'Rangamati' (233), 'Moenjodaro' (234), and 'Sunderbans' (236), are being built by Brodogradiliste 'Split', for the National Shipping Corporation, Karachi.

A similar range of equipment will also be installed in three 9,570-ton cargo vessels, 'Kaptai' (927), 'Warsak' (928), and 'Mangla' (929), which are on order for the same owners at A. G. Weser, Bremerhaven.

£100,000 export order

Orders which have made Joseph Hibbert & Co., Bolton, break its record for trading with Pakistan are announced. The contracts are for jute dressing machinery worth £100,000 and bring the total value of orders received from Pakistan in 1967 to £237,000 – the best the company has ever done in any single year in the territory.

Canada chooses Royal Doulton

Royal Doulton tableware, both in fine bone china and exclusive English translucent china, was selected by the leading Canadian magazine 'Chatelaine' for show homes in Montreal and Toronto. This follows the extensive interest displayed in Royal Doulton 'Gold Lace' tableware by the three million visitors who saw the Chatelaine Home exhibit at Expo '67, where it was given a special feature.

American order

The first part of a $35,000 order from America for oven-to-table stoneware produced by Govancroft Potteries Ltd. of Glasgow has left for New York. This is the company's first ever order for the United States, and is the direct result of two visits (one as a member of a Scottish Trade Mission) paid by managing director J. P. Yorke.

Vono export successes

Vono Limited, bedding manufacturers of Tipton, Staffordshire, increased their export turnover by 13 per cent in the last financial year ending July 1967.

Swiss order

Against foreign competition, Lintott Engineering of Horsham, Sussex, have been successful in obtaining a contract worth over £29,000 from CERN of Switzerland for three 'C' Type 2-metre bending magnets for use on the 28 GEV proton synchrotron.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the leters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackes.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are regisered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

SPAIN

Customs tariff

IN THE *State Gazette* of November 16, the Spanish authorities announced modifications to certain sub-headings of their customs tariff, and revised sub-headings and import duties are as follows:

In this list only one duty change has been published for tariff headings in which there are several sub-headings. The new duties in fact apply to all sub-headings under each tariff heading and these sub-headings remain unaltered.

Tariff Heading	Description	Definitive Duty	Transitory Duty
84.01 A 1 a 2	Watertube boilers, pre-heated steam type, for pressures exceeding 38 kg. per sq. cm.	30%	17%*
84.02 A	Steam collectors, economizers, superheaters and air preheaters intended for boilers falling within heading 84.01 A 1 a 2	30%	17%*
84.10 A	Pumps for metals in the liquid state	30%	16%*
F 1	Turbo-pumps	30%	16%*
2 a	Multicellular centrifugal machines of more than 100 h.p. (except submersible electric pumps)	20%	16%*
84.11 C 2 b	Mechanical pumps and compressors without their motors, other than for refrigerators, weighing each more than 18,000 kg.	30%	16%*
D 1	Turbo-pumps and turbo-compressors	30%	16%*
84.14 C	Catalytic furances and ovens intended for the chemical industries, weighing more than 10,000 kg.	30%	16%*
84.15 B 1	Freezing tunnels used in the poultry industries	40%	27%*
84.17 I	Catalytic chambers intended for the chemical industries weighing more than 10,000 kg.	30%	17%*
J 1	Plate-type pasteurizing machinery and continuous type sterilizing machinery for the dairy industry	30%	17%*
K	Scalders, singeing machines and refrigerators used in the poultry industries	35%	21·5%*
84.18 D 1	Cream separators and centrifugal milk clarifiers	30%	16%*
84.21 A 2	Mechanical washing machines of the type used in the poultry industries	30%	16%*
84.22 G 3	Overhead-rail conveyors of the type used in the poultry industries	30%	17%*
84.23 A	Mechanical shovels, excavators and skimmers	30%	16%
B	Levellers, bulldozers, scrapers, scarifiers, piledrivers, snow-ploughs and road rollers	25%	14%*
C	Other	30%	16%*
84.25 D 2	Machines for picking cones from hop plants or from branches which have been previously removed from the plant	25%	13%*
84.26 B 1	Irradiators	30%	16%*
84.28 C 3	Specific machines used for the preparation of poultry, being parts of assemblies or automatic installations and which are capable of carrying out at least two of the following operations: plucking, quill-removing and beheading	40%	23·5%*
84.30	Machinery not falling within any other heading of Chapter 84, of a kind used in the following food or drink industries: bakery, confectionery, chocolate manufacture, macaroni, ravioli or similar cereal food manufacture, the preparation of meat, fish, fruit or vegetable sugar manufacture or brewing	30%	16%
84.31 B 3	Machinery for making or finishing paper or paperboard with a wire of a total width of 4·2 metres or more	25%	12%*
C 2	Machinery for making corrugated paper or paperboard weighing more than 7,500 kg. but not more than 12000 kg.	15%	13%*
D 1 a	Covers for suction cylinders of centrifugally cast bronze or stainless steel for machines with a wire of a total width of less than 3·5 metres	32%	15%*
2	Parts for machines with a wire of a total width of 3·5 metres or more	20%	15%
84.32 A	Automatic leaf-folding machines carrying out more than 3 folding operations or which fold leaves of more than 70,100 cm. fitted with non-manual feed	40%	15%*
B 1	Book-sewing machines for use with vegetable threads	40%	15%*
C-M (inc)	Book-binding machinery	40%	15%*
84.33 A	Paper trimming and cutting machines of all kinds:		
	Three-blade machines, two blades of which cut simultaneously	40%	15%*
	Machines for cutting paperboard lengthwise, capable also of grooving, of a working width of more than 220 cm.	30%	15%*
	Machines for cutting out boxes from paperboard, with or without auxiliary grooving device	25%	13%
B	Machines for partitioning paperboard boxes and folding and glueing machines for making folding boxes and multi-wall paper bags	30%	15%*
C-K (inc)	Other machinery for making up paper pulp, paper or paperboard	40%	15%*
84.34 A	Type-setting machines, photocomposing machines, for founding printing flongs, blocks and plates	25%	15%*
B	Acid-engraving machines using a continuous acid feed, an electronic process or photopolymers	40%	15%*
C 2	Prepared printing plates of magnesium and micro-zinc	25%	13%*
4	Prepared printing plates of non-metals, including those backed with metal	25%	13%*
D	Prepared lithographic stones	25%	13%*
F	Matrices and spacing quoins for type-setting machines	40%	15%*
G	Parts of type-setting machines other than shims	40%	15%*
84.35 B	Flat-bed cylinder printing presses:		
1 c	Single-colour, with a printing surface of more than 80 cm. by 112 cm.	40%	15%*
2 a	Multi-colour, with a printing surface of 70 cm. by 100 cm. or more, for printing by means of identically-sized printing units	40%	15%*
3	Stop cylinder presses	40%	15%*
C	Rotary:		
1	Photogravure presses	25%	13%*
3	Letterpress printing machines	25%	13%*
4	Offset printing machines	25%	13%
D	Automatic machines for printing and stamping, in relief, with engraved plates and form cleaning devices using paper	40%	15%*
E	Ancillary machines for preparing photogravure printing surface: (machines for applying carbon tissues)	40%	15%*
F	Auxiliary printing, folding and stitching apparatus for printing works, with a surface of 64 cm. by 88 cm.	40%	15%*
84.36 A	Machines for processing, spinning and twisting jute	30%	12%*
B	Cotton gins	20%	12%*
C	Machines for the manufacture of man-made fibres up to and including the drawing process necessary to the molecular orientation of the fibres	20%	12%

(*Continued on next page*)

SPAIN, *continued*

Tariff Heading	Description	Definitive Duty	Transitory Duty
84.37 C	Machines for making tulle, lace and embroidery	30%	16%
D	Machines for making braids, trimmings and nets or netting	30%	16%
E 2	Warp sizing machines	35%	20%
84.42 A	Boot and shoe machinery	25%	12%*
B 10	Other machinery for preparing, tanning or working hides, skins or leather	25%	12%*
84.43 A 1	Complete oxygen blast injection type converters	30%	17%*
84.44 A 2	Rolling mills for the manufacture of tubes	30%	13%*
B 1	Rolls	25%	14%
84.46 B 1	Automatic or continuous machines for finishing of pieces of porcelain, pottery and fine earthenware	25%	13%*
84.47 B 2	Matching and moulding machines	25%	13%
C 1	Roller type sandpapering machines	25%	13%
E 1	Sculpture-copying machines	25%	13%*
84.52 B 3	Other calculating machines	30%	13%
C	Accounting machines	30%	13%*
84.59 F	Machines for spreading gravel, concrete or asphalt on roads	30%	16%*
G	Machines for tin-plating by electro-mechanical processes	30%	16%*
I	Gyro-stabilizers and stabilizer-fins for ships	30%	16%*
85.11 A	Furnaces and ovens: electric induction and dielectric heating equipment		
2 b	Induction type		
1	Of a capacity of more than 5,000 kW intended for the thermal processing of iron in block form	30%	15%*
2	Of a capacity of more than 725 kW intended for operating with the equipment classified in heading 85.11 A 2 b 1	30%	15%*
85.13 A	Electrical line telephonic apparatus		
1	High frequency, for high-tension lines and flame-proof telephonic apparatus	30%	20%*
2	Other, including special apparatus for carrier-current line systems	30%	20%
B 1 b	Other apparatus for transmitting and receiving messages, including printer-type and perforating apparatus, signal repeaters and automatic error-correctors	30%	14%*
3	Special apparatus for transmitting and receiving facsimiles and special 'telecomposing' apparatus	30%	14%*
85.15 B 1 d	Radio-broadcasting transmitters and transmitter-receivers of a power of more than 75 kW	20%	10%*
2 a	Transmitters, transmitter-receivers, cameras, camera batteries, impulse generators, mixers, film television cameras, picture signal registers, Hertz micro-wave relays, aerials, passive reflectors and repeaters of more than 50 watts	30%	21·5%*
86.04	Mechanically propelled railway and tramway coaches, vans and trucks and mechanically propelled track inspection trolleys	20%	15%*
87.01 B	Track-laying tractors, with a cylinder capacity of:		
1	6,000 c.c. or less	35%	23%*
2	More than 6,000 c.c.	30%	20%*
87.02 B 2	Dumpers, weighing:		
a	Less than 10,000 kg.	80%	12%
b	10,000 kg. or more	80%	10%*
87.03 A	Mobile television units	80%	10%*
B	Fire-escapes (with a ladder of a length of 25 metres or more)	80%	25%*

* Imports under these headings will pay an import duty of only 5 per cent for one year from November 16, 1967.

In addition the following items will pay an import duty of only 5 per cent for one year from November 16, 1967:

Tariff Heading	Description
84.23 A 2	Mechanical shovels, excavators and skimmers with a bucket capacity of more than 1 cubic metre.
84.28 A 1	Machines for mixing molasses with fodder; granulating machines.
84.30 A	Automatic tomato trimming and peeling machines.
Ex 84.30	Machines for preparing fish (round beheading machines for fish with a length of 30 cm. or more), openers, filleters, flayers, combined beheading and filleting machines and cutters of strips, cubes and rowels.
34.31 D 2	Parts of machines with a wire of a total width of 3·5 metres or more:
a	Covers for suction cylinders, of centrifugally cast bronze or stainless steel.
b	Cylinders of hardened cast iron.
c	Cylinders with a diameter of more than 4 metres ('Yankee' type) for glazing paper on one side only.
84.33 A 3 c	Machines for cutting out boxes from paperboard, with or without auxiliary grooving devices (slotters) weighing more than 12,000 kg.
84.35 C 3 b	Letterpress printing machines with a printing surface of more than 64 cm. by 88 cm.
4 a	Offset printing machines for printing metal sheets or plates, whether or not with automatic feed.
b 1 b	Offset printing machines for printing paper or paperboard, single-colour, with a printing surface of less than 85 cm. by 120 cm.
b 2 b	Offset printing machines for printing paper or paperboard, multi-colour, with a printing surface of more than 90 cm. by 130 cm.
84.37 C 2	Machines for making tulle, lace and embroidery other than bobbin-type lace-making machines.
D 2	Machines for making braids, trimmings and nets or netting other than weaving machines for passemen**terie.**
E 2 a	Machines for sizing continuous man-made warp yarns by means of rollers.
Ex 84-44 B 1	Rolls of more than 40,000 kgs. in weight or forges of more than 20,000 kgs.
84.47 B 2 b	Matching and moulding machines weighing each more than 3,000 kgs.
C 1 b	Roller type sandpapering machines of a width of more than 1,100 mm.
E 2	Machines for peeling, splitting or drawing cane, osier, rattan and the like.

Opening of global quotas

THE SPANISH list of global quotas for 1967 was published in the *Board of Trade Journal* of February 17, page 470. The Spanish authorities have invited applications from Spanish importers, merchants and industrialists against the following quotas:

Quota No.	Goods	Value of licences for which applications invited	Applications to be presented between
		Pesetas	
26	Miscellaneous textile fibres	Unspecified	December 1 and December 15
27	Yarns of miscellaneous textile fibres	Unspecified	December 1 and December 15
28	Coconut yarns	Unspecified	December 1 and December 15
29	Fabrics of miscellaneous textile fibres	Unspecified	December 1 and December 15
30	Tulle, lace, velvet and knitted goods	Unspecified	December 1 and December 15
31	Special fabrics	Unspecified	December 1 and December 15
48	Marine engines (not liberalized) and parts	Unspecified	December 1 and December 15
49	Other motors (not liberalized) and parts	Unspecified	December 1 and December 15
50	Motor pumps and motor compressors	Unspecified	December 1 and December 15
52	Dumpers	90,750,000	November 30 and December 14
58	Buses, fire-engines and parts for the manufacture of commercial vehicles	110,000,000	November 30 and December 14

GREECE

Amendment to import regulations concerning advance deposits

THE GREEK Foreign Trade Board has announced a 5 per cent reduction in the advance deposits payable on imports of commodities in lists F 50/2 and F 100/2. On November 1, 1967, these deposit rates were reduced respectively to 59.5 per cent and 119 per cent of the c.i.f. value. Previously the rates were 63 per cent and 126 per cent.

The following table shows the current deposit rates for the different import lists

Import list	Import deposit rate (percentage of c.i.f. value)
F 50/1	70%
F 50/2	59·5%
F 50/3	42%
F 100/1	140%
F 100/2	119%
F 100/3	84%

In the case of goods cleared through the Dodecanese Customs the advances in respect of duties listed in the above tables will be reduced by half.

The following items which came under a special scale of reductions in advances now carry an import deposit rate of 98 per cent:

Customs tariff 02.06A and 10.02B Hams

Customs tariff 04.04B/5-9 European type cheese.

Any inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 482/466/467).

IRISH REPUBLIC

Foot and mouth disease precautions

THE MINISTER FOR Agriculture and Fisheries in the Irish Republic has announced that as a further precaution against the introduction of foot and mouth disease into the Republic all parcels containing used clothing or used footwear received at Irish parcel post depots from Great Britain, the Channel Islands or the Isle of Man will from November 27, 1967, be automatically returned.

Restriction on the Movement of Persons Order

THE MINISTER for Agriculture and Fisheries in the Irish Republic has made an Order entitled the Foot and Mouth Disease (Restrictions on the Movement of Persons) Order, 1967, the effect of which is to prohibit the entry into the Republic of persons who have been in Britain within the previous three weeks to any of the following premises or places within 21 days of arrival:

Any mart, fair or market or sale or exhibition of livestock, artificial insemination station, creamery, or premises at which milk or milk products are handled or processed, slaughterhouse or abattoir, meat export premises, meat cannery, bacon factory or any other premises at which meat or meat products are processed, cold store, flour mill, grain mill, feed compounding premises, fertilizer factory or fertilizer compounding premises.

The owner of, or any person holding a position of responsibility in any of the premises or places covered is also obliged to deny entry thereto to persons to whom the restrictions set out in the Order apply.

Copies of the Order may be obtained from the Secretary, Department of Agriculture and Fisheries (Veterinary Division), O'Connell Bridge House, Dublin, 2.

These powers are in addition to the power which a veterinary inspector has to serve a notice on any person requiring him to keep away from such premises.

Import duties on certain motor vehicles

THE GOVERNMENT of the Irish Republic has made an Order entitled the Imposition of Duties (No. 165) (Customs Duties and Form of Customs Tariff) Order, 1967 which came into effect on November 30, 1967.

The Order provides for the reduction of the import duty from 20 per cent to 17½ per cent on completely knocked down aggregates for motor vehicles at the following tariff headings:

87.01(D)(1), 87.02(A)(1), 87.02(B)(1), 87.02(D)(1)(a), 87.02(D)(1)(b), 87.03(B)(1), 87.04(B)(1)(b), 87.05(B)(1), 87.08(A) and 87.14(A)(1).

The Order also provides that the Revenue Commissioners may, by licence, authorize the importation of, or in the case of goods already imported, the delivery of, certain fully built-up motor vehicles at the following tariff headings, upon payment of duty at 20 per cent or 32½ per cent, subject to compliance with such conditions as they may think fit to impose:

87.01(D)(2), 87.02(A)(2)(a), 87.02(A)(2)(b)(i), 87.02(A)(2)(b)(ii), 87.02(B)(2)(a)(i), 87.02(B)(2)(b), 87.02(D)(2)(a), and 87.02(D)(2)(b).

Inquiries relating to this notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

FRANCE

Duty quota for dried grapes

THE FRENCH *Journal Officiel* of November 24, 1967 announced that for the period December 1, 1967, to November 30, 1968 inclusive, the quota for the import of dried grapes (Tariff No. 08.04 BI) at a reduced rate of duty of 1.2 per cent has been fixed at 2930 quintals net.

Imports must be routed through the following customs posts: Dunkerque – port; Marseilles – port; Le Boulou – Le Perthus-gare, route et entrepôt; Hendaye – Behobie-gare et route; Le Havre – port.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

Modifications to French customs tariff

THE FRENCH *Journal Officiel* of November 21 announced the following amendments to the French customs tariff from December 1, 1967, further to EEC Regulations Nos. 83/67 of April 18, 1967 and 752/67 of October 24, 1967.

Tariff No.	Description	Tariff rate per cent
18.06	Chocolate and other food preparations containing cocoa:	
	A. Cocoa powder, simply sweetened containing by weight:	
	I. 60% or less of sugar	19% (1)
	II. More than 60% of sugar	19% (1)
	B. Other:	
	I. Chocolate in bulk or block, chocolate confectionery including chocolate with centres of other substances (but excluding table ices), miscellaneous preparations made with sugar substitutes containing cocoa:	
	a. Containing less than 5% by weight of sugar (including invert sugar calculated in sucrose)	19% (1)
	b. Other:	
	1. Containing 1·5% or less in weight of milk fats, and with a sugar content (including invert sugar calculated in sucrose) of:	
	aa. less than 50%	19% (1)
	bb. of 50% or more	19% (1)
	2. Other, with a milk fat content of:	
	aa. 1·5% or more but not less than 3%	19% (1)
	bb. 3% or more but less than 4·5%	19% (1)
	cc. 4·5% or more out less than 6%	19% (1)
	dd. 6% or above	19% (1)
	II. Table ices with a milk fat content of:	
	a. less than 3%	19% (1)
	b. 3% or more but less than 7%	19% (1)
	c. 7% or above	19% (1)
	III. Not defined:	
	a. containing 1·5% or less by weight of milk fats:	
	1. in immediate containers of a net capacity of 500 gr. or less	19% (1)
	2. other	19% (1)
	b. other, with a milk fat content of:	
	1. 1·5% or less but not more than 6·5%:	
	aa. in immediate containers of a net capacity of 500 gr. or less	19% (1)
	bb. other	19% (1)
	2. 6·5% or more but less than 26%	19% (1)
	3. 26% or above	19% (1)

(1) This duty may be combined with an additional variable levy fixed by the European Economic Community Council (as laid down in Article 12 of EEC Regulation No. 160/66 of October 27 1966) the rates of which will be published in notices to importers.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

Import regulations for meat, etc. for human consumption

THE FRENCH *Journal Officiel* of November 28, 1967, announced that that list of abattoirs and processing establishments in Britain inspected and approved by the competent authorities should be extended by the addition of the following abattoirs and processing concerns.

Name and address	Approval No.
Abattoirs	
British Beef Company, Bamber Bridge Abattoir, Near Preston, Lancashire	EWS 67
Bolton Abattoir Ltd., Bolton, Lancashire	EWS 68
G. D. Vivers & Sons, Eastriggs, Dumfries	S 14
Processing establishment	
Dr. Haan (Foods) Ltd., Park Lane, Abram, Wigan, Lancashire	EWP 17

The abattoirs listed below should be deleted from the list of approved concerns published in the *Board of Trade Journal* of March 5, 1965 (page 528) and May 7, 1965 (page 1040).

Name and address	Approval No.
British Beef Company, Swindon, Wilts.	EWS 5
Public Abattoir, Linlithgow, West Lothian	S 7

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

(FRANCE, *continued on page* 1503)

Countries grouped by continents

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible.

THE ROMANIAN FOREIGN TRADE COMPANY CARTIMEX

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* *Pencil cases*
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* *Squares*
* *Wooden or plastic French curves*
* *Pencils*
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* *Gum arabic, etc.*

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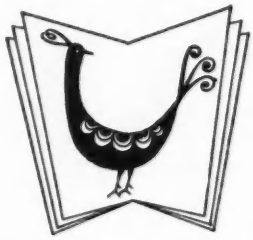


cartimex

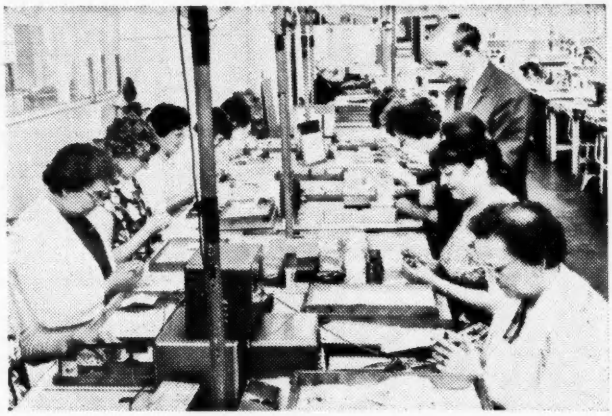
CARTIMEX 3, 13 Decembrie St., Bucharest-ROMANIA P.O.B.: 134, 135 Telex: 226

For urgent information apply to the Romanian Commercial Office 26, Cadogan Square, London, S.W.1.

Import regulations for certain foodstuffs

THE FRENCH *Journal Officiel* of November 30, 1967 published a notice setting out the customs duty, mobile elements and maximum rates which apply from December 1 to certain foodstuffs in the following tariff heading Nos. 17.04, 18.06 and 19.01 (for the sake of brevity the condensed descriptions are omitted, but can be seen in the *Board of Trade Journal* of August 11, page 365).

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).



Cosmocord, Ltd., Waltham Cross, have received a further order for 250,000 pick up cartridges for a battery operated record player made by Irradio International of Milan, Italy. This follows upon the original order for 379,000 which was placed in March 1966, and a subsequent order for 250,000, completed by the end of August this year. Cosmocord have designed a special pick up cartridge, known as the GP80, and the picture shows its assembly line.

EUROPEAN ECONOMIC COMMUNITY

Common organization of the Market for eggs and egg products

THE *Board of Trade Journal* dated November 10, 1967 (page 1206) contained an announcement about the common organization of the Market for eggs and egg products.

The text of the following Regulations which also affect trade in this sector were published in the *Journal Officiel des Communautés Européennes* No. 288 dated November 28, 1967.

Regulation No. 908/67/CEE modifies the supplementary amount for certain eggs in their shell.

Regulation No. 909/67/CEE fixes refunds for eggs in their shell exported in the form of goods not covered by Annex II to the Treaty of Rome.

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course an unofficial translation of these Regulations will be published by HMSO.

Common organization of the Market for poultry and poultry meat

THE *Board of Trade Journal* dated November 10, 1967 (page 1207) contained an announcement about the common organization of the Market for poultry and poultry meat.

The text of the following Regulations which also affect trade in this sector were published in the *Journal Officiel des Communautés Européennes*.

Regulation No. 881/67/CEE modifies Regulation No. 772/67/CEE (*Board of Trade Journal* dated November 10, 1967), which fixes the supplementary amount for certain parts of poultry (*Journal Officiel* No. 233 dated November 21, 1967).

Regulation No. 907/67/CEE gives further modifications to Regulation 772/67/CEE (*Journal Officiel* No. 288 dated November 28, 1967).

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course unofficial translations of these Regulations will be published by HMSO.

Common organization of the Market for ovalbumin and lactoalbumin

THE *Board of Trade Journal* dated November 10, 1967 (page 1206) contained an announcement about the common organization of the Market for ovalbumin and lactoalbumin.

The text of the following Regulation, which also affects trade in this market, was published in the *Journal Officiel des Communautés Européennes* No. 286 dated November 24, 1967.

Regulation No. 896/67/CEE modifies the supplementary amount for ovalbumin and lactoalbumin (excluding dried).

The French text of this Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course an unofficial translation of this Regulation will be published by HMSO.

Common organization of the Market for sugar

THE *Board of Trade Journal* dated November 17, 1967 (page 1283) contained an announcement about the common organization of the Market for sugar.

The text of the following Regulation which also affects trade in this sector was published in the *Journal Officiel des Communautés Européennes* No. 285 dated November 23, 1967.

Regulation No. 885/67/CEE relates to the criterion for fixing the difference between the threshold price in the Member States and the world price for white sugar.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course an unofficial translation of this Regulation will be published by HMSO.

Common organization of the Market for oil seeds

THE *Board of Trade Journal* dated December 1, 1967 (page 1430) contained an announcement about the common organization of the Market for oil seeds.

The text of the following Regulation which also affects trade in this sector was published in the *Journal Officiel des Communautés Européennes* No. 287 dated November 25, 1967.

Regulation No. 901/67/CEE relating to the system of prefixing of refunds for certain exports of oil seeds.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.1 (Tel. 01-248 5757, Ext. 479). In due course an unofficial translation of this Regulation will be published by HMSO.

(EEC *continued on next page*)

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Common organization of the Market for cereals

THE *Board of Trade Journal* dated December 1, 1967 (page 1429) contained an announcement about the common organization of the Market for cereals.

The text of the following Regulation and Decision which also affect trade in this sector were published in the *Journal Officiel des Communautés Européennes.*

Regulation No. 886/67/CEE modifies the derived intervention price for wheat applicable to the Rendsburg Marketing centre (*Journal Officiel* No. 285 dated November 23, 1967).

Decision No. 67/699/CEE authorizes France to apply particular intervention measures in the wheat sector (*Journal Officiel* No. 287 dated November 25, 1967).

The *Journal Officiel* No. 285 dated November 23, 1967 also contains the text of a corrective to Regulation No. 863/67/CEE (*Board of Trade Journal* dated December 1, 1967, page 1430) which modifies the levies applicable to imports of processed products with a rice or cereal base.

The French text of the above may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course an unofficial translation of the Regulation will be published by HMSO.

Common organization of the Market for rice

THE *Board of Trade Journal* dated December 1, 1967 (page 1430) contained an announcement about Regulation No. 863/67/CEE.

The *Journal Officiel* No. 285 dated November 23, 1967, contains the text of a corrective to this Regulation which relates to the modification of levies applicable to imports of processed products with a rice or cereal base.

The French text of this corrective may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479).

Tariffs in the European Economic Community

THE *Journal Officiel des Communautés Européennes* No. 285, dated November 23, 1967 contains the text of Decision No. 67/696/CEE which provides for the total suspension of the Common Tariff applicable to ferro-nickel which falls under heading 73.02 IJ I. This suspension is applicable until June 30, 1968.

The *Journal Officiel* also contains the text of Decision No. 67/697/CEE which provides for the partial suspension of the Common Tariff for the items listed below, for the period January 1, 1968 to December 31, 1968.

Common Tariff No.	Description of Goods	Rate of Duty
Ex 03.01 B I (c)	Sardinops sagax ocellata (known as pilchards) fresh, chilled or frozen, intended for the canning industry	8%
Ex 03.01 B I (c)	Spiny dog fish (squalus acanthias) fresh, chilled or frozen	5%
Ex 07.01 A I	Seed potatoes of the vareties: 'Majestic' and 'Kennebec'	7%
Ex 07.01 P II (a)	Cantharellus	5·5%
Ex 08.01 A	Dates intended for the production of animal feedstuff	6%
Ex 08.02 A I and II	Bitter or Seville oranges	8%
08.08 B II	Bilberries	5·5%
Ex 16-05	Crabs, of the type: 'King,' 'Hanasaki' and 'Kegani,' simply boiled and shelled, whether or not frozen, in packings of a net capacity of 2 kg. or more	9%
29.16 A III (a)	Crude calcium tartrate	3·5%
Ex 29.44 D	Erythromycine and its derivatives	4·5%
Ex 30.01 A I	Cattle liver for organo-therapeutic use, dried and whether or not powdered	5%
Ex 38.08 C	Rosin, hydrogenized, polymerized, dimerized and oxidized	4%
45.02	Natural cork in blocks, plates, sheets or strips including cubes or square slabs, for the manufacture of corks or stoppers	4%
73.05 A	Iron or steel powders	4%

The French text of the above Decisions may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479).

LEBANON

Customs tariffs

THE FOLLOWING AMENDMENTS have been made in the Lebanese Customs tariffs.

Heading No.	Description of goods	Basis for Collection	Normal Tariffs
24.01	Unmanufactured tobacco; tobacco refuse:		
	11a. Tombac and tombac refuse	K.N.	250 piastres
	21b. Tobacco and tobacco refuse	K.N.	50 piastres
24.02	Manufactured tobacco: tobacco extracts and essences:		
	11a. Cut tobacco, snuff and chewing tobacco	K.N.	100 piastres
	21b. Cigars	K.N.	250 piastres
	31c. Cigarettes	K.N.	250 piastres
	41d. Tobacco extracts or essences	K.N.	100 piastres
25.15	Marble, travertine, ecaussine and other calcareous monumental and building stone of an apparent specific gravity of 2·5 or more and alabaster, including such stone not further worked than roughly split, roughly squared or squared by sawing:		
	a. (No change)		
	b. Coloured marble:		
	22 1. Sawn, 25 cms. or less in thickness	*ad valorem*	8%
	29 2. Other	*ad valorem*	Free
	c. (No change)		
	d. (No change)		
61.01	Men's and boys' outer garments:		
	a. (No change)		
	b. (No change)		
	c. (No change)		
	d. (No change)		
	53e. Of flax or ramie	*ad valorem*	40%
	61f. Other (no change)		
61.02	Women's, girls' and infants' outerwear:		
	a. (No change)		
	b. (No change)		
	c. (No change)		
	d. (No change)		
	53e. Of flax or ramie	*ad valorem*	40%
	f. Other (no change)		
61.05	Handkerchiefs:		
	a. (No change)		
	b. (No change)		
	c. (No change)		
	43d. Of flax or ramie fabrics	*ad valorem*	40%
	51e. Other (no change)		
62.02	Bed linen, table linen, toilet linen and kitchen linen; curtains and other furnished articles:		
	A. 1. (No change)		
	2. (No change)		
	3. (No change)		
	43 4. Of flax or ramie	*ad valorem*	40%
	49 5. Other (no change)		
	B. 1. (No change)		
	2. (No change)		
	3. (No change)		
	83 4. Of flax or ramie	*ad valorem*	40%
	93 5. Other (no change)		
62.05	Other made-up textile articles (including dress patterns):		
	A. (No change)		
	B. 1. (No change)		
	2. (No change)		
	3. (No change)		
	28 4. Of flax or ramie	*ad valorem*	40%
	32 5. Of other textile materials (no change)		
85.12	00 Electric instantaneous or storage water heaters and immersion heaters; electric soil heating apparatus and electric space heating apparatus; electric hair dressing appliances (for example, hair dryers; hair curlers, curling tong heaters) and electric smoothing irons; electrothermic domestic appliances; electric heating resistors, other than those of carbon:		
	11a. Prepared for industrial use (1)	*ad valorem*	1%
	21b. Other	*ad valorem*	18%
90.07	Photographic cameras; photographic flashlight apparatus:		
	a. (No change)		
	b. (No change)		
	c. (No change)		
	38d. Microfilm cameras	*ad valorem*	11%
	42e. Other	*ad valorem*	21%
90.90	Image projectors (other than cinematographic projectors); photographic (except cinematographic) enlargers and reducers:		
	a. (No change)		
	b. (No change)		
	28c. Microfilm readers	*ad valorem*	11%
	32d. Other	*ad valorem*	30%

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

LIBYA

Commercial Agencies Law

UNOFFICIAL translations of the Executive Regulations and Appendix, which became law on November 1, 1967, are available from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 475).

Earlier notification on this subject appeared in the *Board of Trade Journal* on August 18, 1967, page 436.

ISRAEL

Import regulations

THE ISRAELI Official Gazette, *Kovetz Hatakanot*, No. 2124 of October 27 has published new regulations on:

(1) Installation of diesel engines in cars
(2) Plant protection (use of fluorochetamid)
(3) Free imports, i.e. goods which can be imported without special permit.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420).

ALGERIA

Imports of textile fabrics

THE ALGERIAN *Journal Officiel* of November 10, 1967, announced that as from that date all imports of the following textile fabrics would be the responsibility of the Groupement Professionel d'Achat des Cuirs et Peaux (GICP):

59-08 Textile fabrics impregnated or coated with preparations of cellulose derivatives or of other artificial plastic materials.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479-481).

UNCTAD 1968 - What is at stake?

The second UN Conference on Trade and Development - New Delhi - February 1968.

The underlying issues for this important conference are examined in ODI's next publication:

The Less Developed Countries in World Trade

by Michael Zammit Cutajar and Alison Franks—to be published in December by the Overseas Development Institute Ltd., 160 Piccadilly, London, W1.

Price 30s.

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RHODESIA

Tariff notices

THE BOARD OF TRADE wish to remind United Kingdom exporters that they will continue to publish notices of changes in the customs tariff in Rhodesia despite the fact that trade between the United Kingdom and Rhodesia is restricted.

This is to ensure that when normal trade is resumed, United Kingdom exporters will be aware of the rates of import duty which their exports to Rhodesia will attract.

Customs tariff changes

THE CUSTOMS AND EXCISE (Tariff) (Amendment) Notice 1967 (No. 8) published as Rhodesia Notice No. 777 on October 20, amends the Rhodesian Customs Tariff. The items affected and the new rates of duty are as follows:

Tariff Item No.	Item	Duty
9	Charcoal (animal and vegetable), charcoal-kieselguhr compounds, and activated charcoal: in bulk	Free
16	Cream of tartar and substitutes therefor: in bulk	Free
32	Milk (including cream), condensed or preserved:	
	(b) Skimmed or separated:	
	(i) Skimmed milk powder:	
	(A) In bulk	Free
33	(1) Nuts, edible:	
	(d) Cashew nuts	Free
	(e) Other, n.e.e.	*ad val.* 20%
38	(1) Rennet, n.e.e.	Free
	(3) Bacterial culture, n.e.e.	Free
60	Gauze, sieving and screening, not being metal; battery cloth and baize; matting, but excluding coconut matting; brattice cloth, filter cloth and plastic filter sheeting, bolting cloth, silk screen silk and mill silk; blanketing and felt; and similar textile materials; asbestos sheeting for use in power laundries; and card clothing; used in connection with machinery, under such conditions and regulations as the Controller may prescribe	Free
64	Cheese bandages and caps	Free
74	Nets and netting:	
	(a) Mosquito and fruit tree:	
	(ii) Other	Free
76	Piece-goods, woven, knitted, crocheted or felted, n.e.e.:	
	(a) Containing more than 40% of wool	*ad val.* 20%
	(b) Containing more than 50% of silk, n.e.e.	*ad val.* 20%
80	Threads and yarns:	
	(b) Boot and shoemakers', saddlers' and sailmakers'	Free
81	Threads and yarns, n.e.e.:	
	(b) Containing more than 50% of rayon:	
	(iii) Other	Free
	(c) Other, including monofil	Free
82	(1) Airships, aeroplanes and other aircraft, including parts thereof, and flight simulators for aircrew training	Free
	(2) Machines specially designed for starting aircraft engines	Free
88	(2) Electrostatic appliances for preventing scale in boilers	Free
92	Bungs: of metal or substitutes therefor	Free
94	Accounting machines, calculating machines and similar machines incorporating a calculating device; statistical and data processing machines, n.e.e.:	
	(b) Electronic calculating or data processing machines, being digital or analogue computers, etc.	Free
97	(1) Cranes, mechanical excavators and loaders, winches, hoisting crabs, chain blocks, spiral chutes, gravity conveyors, and shears; and mechanical storage lifting apparatus	Free
	(2) Belt and bucket conveyors and conveyor belts and belting:	
	(a) Bucket conveyors; and belt conveyors mounted on mobile chassis	Free
	(b) Belt conveyors, n.e.e., excluding structural ironwork and steelwork	Free
	(c) Belts and belting imported separately	Free
101	(1) Dairy utensils and machinery, n.e.e.	Free
	(2) Cream separators	Free
103	(1) Internal combustion engines, their parts, equipment and accessories, n.e.e., not being designed specially for aircraft:	
	(a) Engines specially constructed for stationary use	Free
	(2) Clutches, gear boxes and torque convertors, etc.	Free
107	(1) Filter plants, filters machinery, apparatus and appliances and oil separators (excluding vehicles and parts thereof), n.e.e., etc.	Free
	(3) Air conditioning machinery, n.e.e., and air distributors, inlets and outlets used in connection therewith, including ventilating fans	Free
109	Fire-engines, fire-escapes, n.e.e., fire-alarms excluding batteries, fire-extinguishing appliances and apparatus, etc.	Free
117	(1) Lifts and escalators, including the gates and doors; and garage hoists	Free
	(2) Lifting jacks	Free
118	Machinery, apparatus, appliances and implements (not elsewhere provided for, and not including vehicles, domestic articles or articles designed for use by distributive traders or organizations):	
	(a) (i) Agricultural, n.e.e.	Free
	(c) Manufacturing and industrial, including machinery for power laundries; and steel shuttering and fittings, n.e.e., for concrete construction work: but excluding structural ironwork or steelwork:	
	(iii) Other	Free
119	(1) Machinery, apparatus, appliances, implements and material used in connection therewith, for the generation, storage, transmission, distribution of, and lighting by gas or electric power, and machinery for the conversion or transformation of electric power, n.e.e., etc.:	
	(e) Other, but not including mild steel tubing elsewhere provided for	Free
	(3) Batteries and cells, electrical:	
	(3) Other:	
	(ii) Batteries and cells, n.e.e.	Free
120	Aluminium and aluminium alloys:	
	(d) Aluminium powder, flake and paste	Free
121	Brass, bronze, copper and copper alloys: angles and similar forms; extruded sections in the length; sheets and strips perforated or not perforated: plain enamelled or coated but not further worked up	Free
122	(1) Iron and steel:	
	(h) Bridgework	Free
123	Lead:	
	(a) Sheet and foil	Free
	(b) Powder: in bulk	Free
124	Tin: plate, sheet, strip and foil	Free
125	Zinc:	
	(a) Plates and sheet, plain or corrugated	Free
	(b) Fume, dust and shavings	Free
126	(1) Metal of all sorts, other than iron and steel and precious metals, including brazing and soldering alloys and welding electrodes: in sheet, slab, pellet, grain, foil, rod, bar, block, ingot, pig, powder, strip and like crude form, n.e.e.	Free
128	Meters, electric current consumption	Free
130	(1) Tractors, n.e.e.	Free
	(2) Tractor parts and spare parts and accessories, n.e.e.	Free
131	(1) Packing and lagging for engines, machinery, piping and buildings, excluding white and red leads and zinc oxide, but including filling and sealing materials designed specially for expansion joints in concrete and similar constructions:	
	(b) Other	Free
	(2) Washers and sealing rings, n.e.e.	Free
134	Pipes, piping, tubes, tubing and fittings: of metal or substitutes therefor:	
	(a) (iii) Wrought iron or steel pipes and tubes, black or galvanized, n.e.e.	Free
	(e) Cocks and taps, water meters, and pipe and hose fittings, n.e.e.:	
	(ii) Other	Free
	(f) Piping and tubing, other, in the length, n.e.e., and part circle culverts:	
	(ii) Other	Free
	(i) Sewage pumps, ejectors and distributors for attachment to pipes, piping and tubes	Free
136	(1) Pumps and elevators for liquids and semi-liquids, excluding sprayers and sprinklers, gravity or pressure storage tanks, bottling machines, parts of motor vehicles or internal combustion engines:	
	(d) Pumps, other, industrial, n.e.e., and liquid elevators of bucket, skrew and similar types	Free
	(2) Pumps, compressors, fans and blowers, air or gas; vacuum pumps; free piston generators for gas turbines; excluding storage or vacuum tanks, domestic vacuum cleaners, agricultural machinery, motor vehicle or internal combustion engine parts:	
	(c) Blowers, fans, compressors, generators and pumps, other, industrial, n.e.e., excluding compressor for refrigeration	Free
138	Railway constructional and operational requisites, of a type specially designed and suitable only for use in the construction or operation of goods or passenger carrying railways; namely: materials, equipment and permanent way, and locomotives and rolling stock, n.e.e., and finished and semi-finished parts and accessories therefor; but excluding static tanks of metal, signal gantries and other structural ironwork or steelwork	Free
139	Refrigerators, refrigerating equipment and refrigerants:	
	(a) Refrigeration plant for installation in abattoirs and block ice making plants including cold brine circulation systems and can filling moulds and apparatus, etc.	Free
	(c) Refrigerating units, namely: self-contained absorption units, sealed units or single unit motor compressor, whether or not with a condenser on a common base, etc.:	
	(i) Incorporating a motor of $\frac{1}{4}$ horsepower or more	Free
	(iii) Parts imported separately, including compressors and condensers without motors, evaporators, etc.	Free
	(d) Refrigerants, n.e.e., including dichlorodifluoromethane, trichloromonofluoromethane, dichlorotetrafluoroethane, and chloromethane	Free
140	(2) Sewing and knitting machine needles, all, imported separately	Free
141	(1) Sprayers and sprinklers and other apparatus used for the prevention or destruction of weeds or pests, or of diseases in stock, plants or trees	Free
143	(4) Laboratory drying or heating ovens and furnaces; laboratory incubators	Free
145	Telegraphs and telephones, excluding radiotelephonic and radiotelegraphic apparatus; materials, n.e.e., and instruments, for use in the construction and working of telegraph and telephone lines, but not including mild steel tubing elsewhere provided for	Free
146	Tools, mechanics' and artisans', n.e.e.; saws and sawing machines, all (except industrial), including blades and banding therefor; and workshop appliances, n.e.e.	Free
147	(1) Traction engines and steam wagons; stone crushers (not being mining machinery), and mechanical stone driers; road rollers, road scarifiers, bull and angle-dozers, etc.:	
	(b) Other	Free
	(2) Road marking studs	Free
148	(2) Tower-wagons, and tower structures for affixing to vehicles, for the maintenance of overhead electric lighting and power systems	Free
149	(4) Postal franking machines	Free
151	(1) Weighbridges	Free
170	Fuller's earth, not being a toilet preparation: in bulk	Free
172	Glassware, chinaware, porcelainware, earthenware, stoneware, and plastic substitutes therefor, n.e.e.:	
	(a) Laboratory ware	Free
188	Artificial resins and plastic material (whether or not compounded with colouring matter or other substances), namely; polymerization and copolymerization products, etc.:	
	(a) In powder, granular, lump, flake, pellet and similar primary form	Free
193	Litharge (lead monoxide)	Free
205	Resin and turpentine:	
	(a) Resin, dry gums and dry shellac: in bulk	Free
207	Tallow, animal and vegetable, including oleine	Free
212	Acetic and pyroligneous acids and extracts, and essence of vinegar, n.e.e.:	
	(a) Glacial acetic acid	Free
	(b) Other	*ad val.* 20%
224	(1) Drugs and pharmaceutical chemicals, n.e.e., for dispensing	Free
225	Dyes and colours (not being prepared as toilet preparations) and optical bleaching agents, namely: colouring matter and tanning extracts of vegetable or animal origin, etc.:	
	(b) Other:	
	(i) In bulk.	Free

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Tariff Item No.	Item	Duty
226	Extracts for perfuming, n.e.e.	Free
230	Metallic carbides, hydroxides, oxides, salts and sulphides, in powder or other solid form, n.e.e.: in bulk	Free
231	(1) Medicinal preparations, n.e.e.: (a) Being or containing a derivative, alkaloid or drug to which the provisions of Part III of the Dangerous Drugs Act, 1955, apply; or containing one or more of the substances specified in the Fourth Schedule to the Poisons Regulations, 1961, etc.	5% *ad val.*
	(2) Such antibiotic agents, their salts, and preparations containing antibiotic agents or their salts, as may be approved by the Controller to be of recognized value in the treatment of disease	Free
240	Phosphorus, red or yellow, and phosphorus copper alloys: in bulk	Free
241	Potassium: bicarbonate, bichromate, bisulphite, carbonate, caustic potash, chlorate, chloride, cyanide, ferricyanide, ferrocyanide, iodide, metabisulphite, permanganate, silicate, sulphite, thiocyanate (sulphocyanide), xanthate including butyl, propyl and ethyl xanthate: in bulk	Free
244	Sodium: (a) Bicarbonate, bichromate, bisulphite, carbonate, chlorate, ferrocyanide, metabisulphite, permanganate, phosphate, silicate, sulphate, sulphide, sulphite, thiocyanate (sulphocyanide), thiosulphate (hyposulphite), xanthate including isopropyl, amyl, butyl and ethyl xanthate: in bulk	Free
	(b) Hydroxide (caustic soda)	Free
	(c) Cyanide	Free
246	(1) Substances for the prevention or destruction of weeds or pests, including sheep and cattle dips and dipping powders and materials suitable only for dip; substances for the prevention or cure of diseases in plants or trees, including wetting preparations, n.e.e. and spreaders, n.e.e. in liquid or powder form used in conjunction with spray fluids; arsenic pentoxide, arsenious oxide, calcium arsenate, carbon disulphide, copper sulphate, copper tartrate, lead arsenate, sodium arsenite, sodium fluoride and zinc sulphate	Free
	(3) Ethylene gas for the treatment of fruit	Free
	(4) Carbon tetrachloride, trichlorethylene and tetrachlorethylene: in bulk	Free
255	Leather: rawhide blanks for cutting into gears; and similar blanks made of fibre or other substitutes for leather	Free
258	Rubber: (a) Crude, synthetic, latex, waste, masticated, reclaimed and gutta percha	Free
259	(2) Rubber manufactures, n.e.e.: (b) Knee guards, shin guards, combined knee and shin guards, shoulder protectors, wrist straps, forearm sleeve protectors, combined forearm and hand protectors with open palms, buttock protectors: principally or wholly of rubber: of a kind used by industrial workers	Free
274	Saddle trees, and saddlery and harness furniture	Free
279	Wood: (a) In the rough, rough-sawn in the length or block and logs: (i) Coniferous	Free
295	(1) Paper, including cardboard and similar boards, but excluding sensitized paper: not being printed, ruled or lithographed matter: weighing not more than 45 lb. per 1,000 sq. ft.: (a) Graphitized, lithographic transfer, vegetable and imitation parchment, and paper-backed metallic foil and metallic papers	Free
	(c) Plain, composite or other, n.e.e.: (i) In the original mill wrappers, flat or folded, not less than 16 inches by 15 inches	Free
	(ii) In the original mill reels; and paper in reels for use on type-setting machines	Free
	(2) Filter paper and filter pulp	Free
296	(3) Printing, lithographing and bookbinding requisites: (b) Bookbinders': coated fabrics, piece-goods, leather thread and tape	Free
	(4) Paper patterns, plain or printed	Free
319	Films, cinematograph and television, film strips and lantern slides: (a) Blank films, cinematograph and television, known as raw films or stock: (iii) Other, n.e.e.	Free
324	Photographic apparatus and material, n.e.e.: (a) Lithographic cameras	Free
	(c) Paper, sensitized	Free
327	Scientific apparatus and instruments for scientific observation, record or research, for the control of manufacturing or industrial operations, for determination of the mineral or other properties of the soil, for locating water and oil, and for laboratory use, including micro cameras for attachment to microscopes, etc.	Free
330	(1) Tugs, dredgers, lighters and ships and other vessels for fisheries or for the transport of goods, including engines, parts and accessories therefor, etc.	Free
31	(1) Parts and materials of a type suitable only for consumption in a process of manufacture, not being fuel: as may be approved by the Minister	Free

EXPORT HANDBOOKS

The Board of Trade has issued three Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services' and 'Organization for Overseas Marketing'. Together they contain 200 pages of information that every exporter should have. To get as many free copies of these three Handbooks as you require for day to day use by your export staff, write now to Information Division, United Kingdom Publicity Section (551), Board of Trade, 1 Victoria Street, London, S.W.1.

NIGERIA

Import licensing regulations

LEGAL NOTICES Nos. 125 and 126 of 1967 published in the Federal Republic of Nigeria *Official Gazette* of November 20 announce that, with effect from October 20, schedules to the Open General Import Licence (Dollar Area) No. 4 of 1959 and Open General Import Licence (Netherlands) No. 2 of 1964 have been amended.

The amendment in each case adds to the schedule of goods excepted from Open General Licence:

	Import List group	Item No.
Stone, sand and gravel	273	00
Bicycle tyres	620	11
Tyres for passenger cars and dual purpose vehicles	629	12, 13, 14, 16, 19
Bags and sacks of textiles materials (hessian and jute only)	656	11
	656	19
Secondhand clothing	841	70
Glass:		
(a) Lamps, globes and chimneys	812	47
(b) Jars for cosmetics	665	15

Note:

The effect of this amendment is that a specific import licence is now required for the importation into Nigeria from the Dollar Area and the Netherlands of the goods listed in the above notice.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

Customs Tariff changes

THE FIRST SCHEDULE to the Nigerian Customs Tariff is amended by the Customs Tariff (Duties and Exemptions) (No. 4) Order, 1967, as below, and became effective from November 22, 1967:

SCHEDULE 1

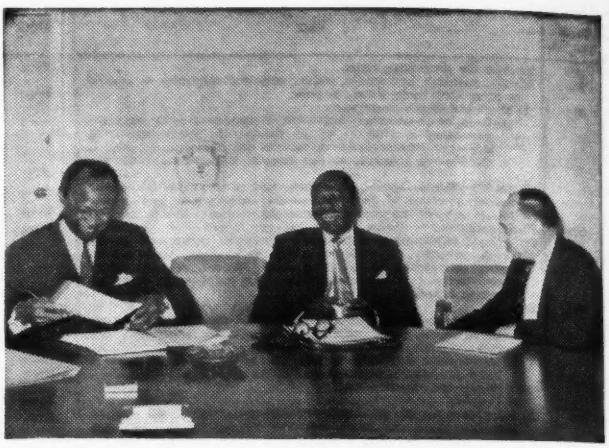
Tariff Item No. (1)	Main Description of the Goods and Sub-Item No. (2)	Amendment (3)
08.01/13	Fruit, melon peel, citrus fruit peel and nuts (shelled or not), fresh or dried, preserved by freezing (whether or not cooked, but not containing added sugar), provisionally preserved (for example, by sulphur dioxide gas, in brine, in sulphur water or in any other preservative solutions), but unsuitable in that state for immediate consumption: B.	*Delete* all the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *substitute:* 'B. Fruits, tinned or bottled 75% C. Other 50%'
20.01/02	Vegetables and fruit, prepared or preserved by vinegar or acetic acid, with or without sugar, whether or not containing salt, spices or mustard; vegetables prepared or preserved otherwise than by vinegar or acetic acid including tomato juice the dry weight content of which is seven per cent or more: B.	*Delete* all the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *substitute:* 'B. Fruits, tinned or bottled 75% C. Other. . . . 50%'
20.03	Fruit preserved by freezing, containing added sugar	*Delete* the expression in the column 'Rate of Duty' and *insert* in the columns 'Tariff Description' and 'Rate of Duty': 'A. Fruits, tinned or bottled 75% B. Other . . . 50%'
20.06	Fruits, otherwise prepared or preserved, whether or not containing added sugar or spirit; edible plants and parts or roots of plants, conserved in syrup (e.g., ginger and angelica); roasted nuts: B.	*Delete* all the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *substitute:* 'B. Fruits, tinned or bottled 75% C. Other. . . . 50%'

(Continued on next page)

NIGERIA, *continued*

SCHEDULE 1

Tariff Item No. (1)	Main Description of the Goods and Sub-Item No. (2)	Amendment (3)
42.02	Travel goods (for example, trunks, suitcases, hatboxes, travelling-bags, rucksacks) shopping-bags, handbags, satchels, brief-cases, wallets, purses, toilet-cases, tool-cases, tobacco-pouches, sheaths, cases, boxes (for example, for arms, musical instruments, binoculars, jewellery, collars, footwear, brushes) and similar containers, of leather or of composition leather, of vulcanized fibre, of artificial plastic sheeting, of paper-board or of textile fabric: B.	*Delete* the rate of duty and *substitute* '100%'
84.07/08	Other engines and motors (including hydraulic motors); D.	*Delete* the rate of duty and *substitute* '100%'
85.15	Radiotelegraphic and radiotelephonic transmission and reception apparatus; radio broadcasting and television transmission and reception apparatus (including those incorporating gramophones) and television cameras; radio navigational aid apparatus, radar apparatus and radio remote control apparatus: A and B.	(1) *Delete* the rates of duty and *substitute* '100%'
	D (2).	(2) *Delete* the rate of duty and *substitute* '33⅓%'
85.20	Electric filament lamps and electric discharge lamps (including infra-red and ultra-violet lamps); arc-lamps; electrically ignited photographic flash-bulbs: B.	*Delete* the rate of duty and *substitute* '100%'
87.02	Motor vehicles for the transport of persons, goods or materials (including sports motor vehicles, other than those of heading No. 87.09): A. (1), (2), (3) and (4) . .	*Delete* all the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *substitute:* 'A. Passenger vehicles including station wagons and estate cars (but excluding caravans, pick-ups, vehicles with fitted seats for more than ten passengers and four-wheel drive vehicles) of an engine capacity: (1) Not exceeding 1,200 c.c. 33⅓% (2) Exceeding 1,200 c.c. but not exceeding 1,750 c.c. 50% (3) Exceeding 1,750 c.c. but not exceeding 2,150 c.c. 75% (4) Exceeding 2,150 c.c. but not exceeding 2,750 c.c. 100% (5) Exceeding 2,750 c.c. 150%'
87.09	Motor-cycles, auto-cycles and cycles fitted with auxiliary motor, with or without side-cars; side-cars of all kinds	*Delete* the rate of duty and *substitute* '50%'
90.01/02	Lenses, prisms, mirrors and other optical elements, of any material, unmounted or mounted for use as parts of or fittings for instruments or apparatus, but not including such elements of glass not optically worked; sheets and plates, of polarizing material: B.	*Delete* the rate of duty and *substitute* '100%'
90.07	Photographic cameras; photographic flashlight apparatus: B.	*Delete* the rate of duty and *substitute* '100%'
90.08	Cinematographic cameras, projectors, sound recorders and sound reproducers; any combination of these articles	*Delete* the rate of duty and *substitute* '100%'
90.09	Image projectors (other than cinematographic projectors); photographic (except cinematographic) enlargers and reducers .	*Delete* the rate of duty and *substitute* '100%'
90.10	Apparatus and equipment of a kind used in photographic or cinematographic laboratories, not falling within any other heading in this chapter; photocopying apparatus (contact type); spools or reels, for film; screens for projectors: B.	*Delete* the rate of duty and *substitute* '100%'
90.14	Surveying (including photogrammetrical surveying), hydrographic, navigational, meteorological, hydrological and geophysical instruments; compasses; range-finders: A.	*Delete* the rate of duty and *substitute* '100%'



Mr. C. O. Lawson (centre), Permanent Secretary to the Ministry of Communications, Federal Republic of Nigeria, and Mr. J. Hart (left), principal transmission engineer, with Mr. B. H. Rowe, area marketing manager (Middle East and Africa) for GEC (Telecommunications) Ltd., Coventry. Mr. Lawson and Mr. Hart visited GEC to discuss the Federal Republic's telecommunication plans.

SCHEDULE 1

Tariff Item No. (1)	Main Description of the Goods and Sub-Item No. (2)	Amendment (3)
90.16	Drawing, marking-out and mathematical calculating instruments, drafting machines, pantographs, slide rules, disc calculators and the like; measuring or checking instruments, appliances and machines not falling within any other heading of this chapter (for example, micrometers, callipers, gauges, measuring rods, balancing machines); profile projectors: - A.	*Delete* the rate of duty and *substitute* '100%'
90.25	Instruments and apparatus for physical or chemical analysis (such as polarimeters, refractometers, spectrometers, gas analysis apparatus); instruments and apparatus for measuring or checking viscosity, porosity, expansion, surface tension or the like (such as viscometers, porosimeters, expansion meters); instruments and apparatus for measuring or checking quantities of heat, light or sound (such as photometers (including exposure meters), calorimeters); microtomes: A and C (1)	*Delete* the rates of duty and *substitute* '100%'
90.28	Electrical measuring, checking, analysing or automatically controlling instruments and apparatus: A.	*Delete* the rate of duty and *substitute* '100%'
92.11	Gramophones, dictating machines and other sound recorders and reproducers including record players and tape decks, with or without sound-heads; television image and sound recorders and reproducers, magnetic: A.	(1) *Delete* the rate of duty and *substitute* '100%'
	C.	(2) *Delete* the rate of duty and *substitute* '33⅓%'

Notes:
This Order has, essentially, the following effects:

SCHEDULE 1

Full Tariff Item No. (1)	Description of Goods (2)	Effect of the Order (3)
08.01/13B 20.01/02B 20.03 A 20.06 B	Fruits, tinned or bottled. . .	Increases the rate of duty from 50% to 75% *ad val.*
42.02 B	Cases for cameras and projectors .	Increases the rate of duty from 75% to 100% *ad val.*
84.07/08 D	Camera and cinematograph motors and parts thereof . . .	Increases the rate of duty from 75% to 100% *ad val.*

(Continued on next page)

SCHEDULE 1

Full Tariff Item No. (1)	Description of Goods (2)	Effect of the Order (3)
85.15 A	Radiotelegraphic and radio-telephonic transmission and reception apparatus; radio broadcasting and television transmission and reception apparatus, etc. . . .	Increases the rates of duty from 50% and 66⅔% to 100% *ad valorem*
85.15 D (2)	Components imported for use in the assembly of radio-gramophones, radio receiving sets and television sets by approved manufacturers .	increases the rate of duty from 15% to 33⅓% *ad valorem*
85.20 B	Electric filament lamps and electric discharge lamps, etc. . .	Increases the rate of duty from 50% to 100% *ad valorem*
87.02 A	Passenger vehicles including station wagons and estate cars, etc. .	Increases the rates of duty on passenger road vehicles (cars) with an engine capacity: (a) Exceeding 1,200 c.c. but not exceeding 1,750 c.c. from 33⅓% to 50% *ad valorem* (b) Exceeding 1,750 c.c. but not exceeding 2,150 c.c. from 50% to 75% *ad valorem* (c) Exceeding 2,150 c.c. but not exceeding 2,750 c.c. from 75% to 100% *ad valorem* (d) Exceeding 2,750 c.c. from 100% to 150% *ad valorem*
87.09	Motor-cycles, auto-cycles and cycles fitted with auxiliary motor, etc. .	33⅓% to 50% *ad valorem*
90.01/02B 90.07 B 90.08 90.09 90.10 B 90.14 A 90.16 A 90.25 A 90.25C(1) 90.28 A	Lenses and other optical elements (including light-filters) specialized for cameras, projectors or other photographic apparatus; photographic cameras; photographic flashlight apparatus, etc. .	Increases the rate of duty from 75% to 100% *ad valorem*
92.11 A	Gramophones, record players, tape decks and tape recorders . .	Increases the rate of duty from 66⅔% to 100% *ad valorem*
92.11 C	Components imported for use in assembly of record-players, record changers and gramophones by approved manufacturers. .	Increases the rate of duty from 15% to 33⅓% *ad valorem*

An inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

Prohibited imports

THE FIRST SCHEDULE to the Nigerian Import Prohibition Order, 1959 (published in the *Board of Trade Journal* dated May 1, 1959, pages 1054-1059), and subsequently amended, has now been further amended by the Import Prohibition (Amendment) (No. 3) Order, 1967, the effective date being November 22, 1967, by the insertion of the following new entries:

First Schedule

Goods absolutely prohibited from being imported:

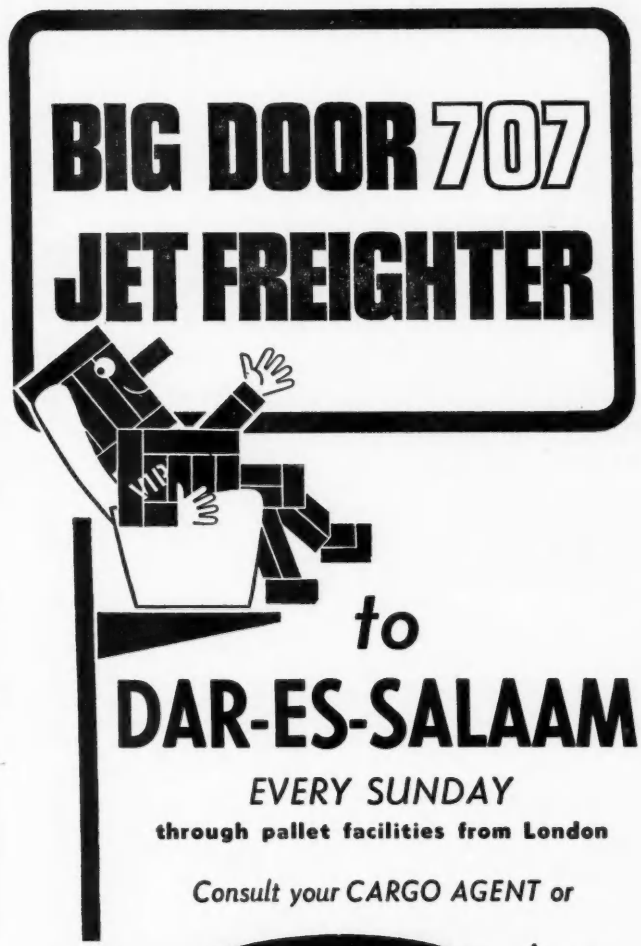
7A. Foodstuffs listed hereunder other than those canned or bottled:

Commodity	Tariff No. in Legal Notice 82 of 1965
(1) Eggs	04.05
(2) Fruits	08.01/13, 20.01/02, 20.03, 20.04 and 20.06
(3) Meat	02.01/04, 02.06, 05.04/06 and 16.01/03

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

ALGERIA, MOROCCO AND TUNISIA

Exporters interested in Algeria, Morocco and Tunisia are reminded that French is the foreign language most widely used in business and official circles in these countries. It is, therefore, essential that any literature or correspondence for local firms should be in French. Similarly, quotations of weights and measures in the metric system and of prices in local currency are also an important factor in attracting the interest of potential importers.



LONDON	Room 2010, Europa Buildings, London Airport Central. Skyport 7290/1
MANCHESTER	Manchester Airport, Wythenshawe, Manchester 22 Mercury 1542
BIRMINGHAM	Woolworth Building, 8th Floor, 102 New Street, Birmingham 2. 643 6105
GLASGOW	29 Vincent Place, Glasgow C.1. 041-248 6018/9
DUBLIN	109 Grafton Street, Dublin. Tel. 773440

Executives of the Mitsubishi Steel Manufacturing Co. of Tokyo (left to right) Mr. T. Takayama, investigating manager, Planning Department; and Mr. T. Yoshimura, manager, Steel Melting Section; watch their engineer, Mr. I. Dobashi, as he tests the Berk Powda-Build high temperature hard surfacing pistol during their visit to Berk Limited.

AUSTRALIA

Tariff Board inquiry (1)

THE AUSTRALIAN Minister of Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of the undermentioned equipment and machinery:

(a) Steam and other vapour generating boilers (excluding central heating hot water boilers capable also of producing low pressure steam). (Tariff items 84.01.100; 210; 221; 229; 230 and 290.)
(b) Auxiliary plant for use with steam and other vapour generating boilers (including economisers, superheaters, soot removers, gas recoverers and the like); condensers for vapour engines and power units. (Tariff items 84.02.100; 84.02.900.)
(c) Producer gas and water gas generators, with or without purifiers; acetylene gas generators (water process) and similar gas generators, with or without purifiers. (Tariff item 84.03.000.)
(d) Steam engines (including mobile engines, but not including steam tractors falling within item 87.01 or mechanically propelled road rollers) with self-contained boilers. (Tariff item 84.04.000.)
(e) Steam and other vapour power units, not incorporating boilers. (Tariff items 84.05.110; 120; 200 and 900.)
(f) Furnace burners for liquid fuel (that is to say, atomisers), and furnace burners for pulverised solid fuel or for gas; mechanical stokers, mechanical grates, mechanical ash dischargers and similar appliances. (Tariff items 84.13.100; 910; 920 and 990.)
(g) Industrial and laboratory furnaces and ovens, non-electric. (Tariff items 84.14.100; 200; 300; 910 and 990.)
(h) Coal conveyors, ore conveyors and ore belt distributors. (Tariff item 84.22.500.)
(i) Teleferics and aerial cableways. (Tariff items 84.22.600.)
(j) Diamond drilling machines; coal-cutting machines; rotary and percussive rock drills, not being goods falling within a preceding sub-item in this item. (Tariff item 84.23.500.)
(k) Rock cutting machines; rock boring machines; augering machines; etc. (Tariff items 84.23.910; 84. 23.990.)
(l) Converters, ladles, ingot moulds and casting machines, of a kind used in metallurgy and in metal foundries. (Tariff items 84.43.110; 121; 129; 190; 200; 300 and 400.)
(m) Rolling mills and rolls therefor. (Tariff item 84.44.000.)
(n) Machinery for sorting, screening, separating, washing, crushing, grinding or mixing earth, stone, ores or other mineral substances, in solid (including powder and paste) form; machinery for agglomerating, moulding or shaping solid mineral fuels, ceramic paste, unhardened cements, plastering materials or other mineral products in powder or paste form; machines for forming moulds of sand. (Tariff items 84.56.110; 190; 200; 300; 410; 490; 500; 910 and 990.)

This reference is of departmental origin and as a result of representations by industry.

Details of the tariff items mentioned above are obtainable from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

This matter has been reported by telegraph by Her Majesty's Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than December 20.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference Nos. CRE 2378 and 2415/67.

Tariff Board inquiry (2)

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **magnet winding wire** (tariff item 85.23.9). This reference is of departmental origin.

Details of the tariff item under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
85.23	Insulated (including enamelled or anodized) electric wire, cable, bars, strip and the like (including co-axial cable), whether or not fitted with connectors:		
*85.23.100	Motor vehicle wiring harness	37½%	27½%
*83.25.200	Fitted with connectors, not being goods falling within sub-item 85.23.1	42½% Primage 5%	17½%
85.23.9	Other:		
85.23.910	Cable and wire covered with cotton only	40%	17½%
85.23.920	Of copper, covered with paper, cotton or paper and cotton only, whether impregnated or not, not being goods falling within paragraph 85.23.91	32½%	17½%
85.23.93	Telegraph and telephone cables, paper insulated, lead covered		
85.23.931	Having an additional protective covering outside the lead covering	32½%	17½%
85.23.939	Other	37½%	17½%
85.23.940	Weather-proofed braided aerial cable, as defined by by-law	27½%	12½%
85.23.950	Magnet winding wire, as defined by by-law	27½%	20%

* Given for information only; does not form part of the reference.

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than December 19.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 2371/67.

Details of tariff changes

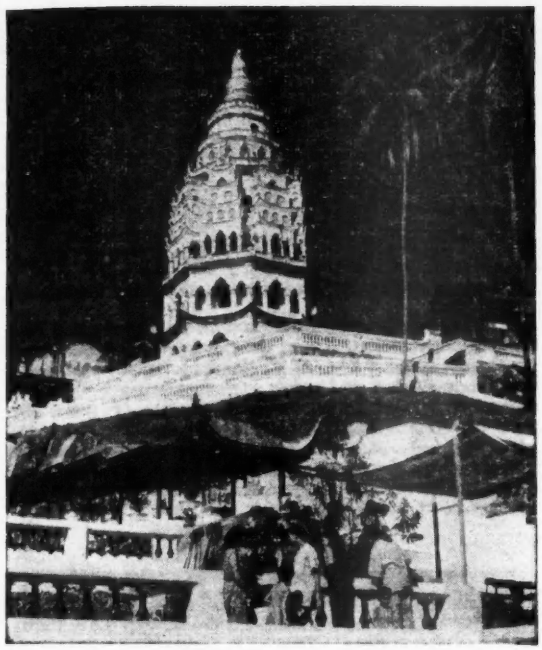
CHANGES have been made in the Australian customs tariff affecting the rates of duty payable on metal reinforced rubber belts or belting.

Full details of these changes will be published in the *Board of Trade Journal* as soon as possible. In the meantime details of the tariff changes may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468) as soon as these are received.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (Monarch 6699). The department has 19 local offices in various parts of the United Kingdom. A list was given on page 783 of the Board of Trade Journal *of September 29.*

We are there...



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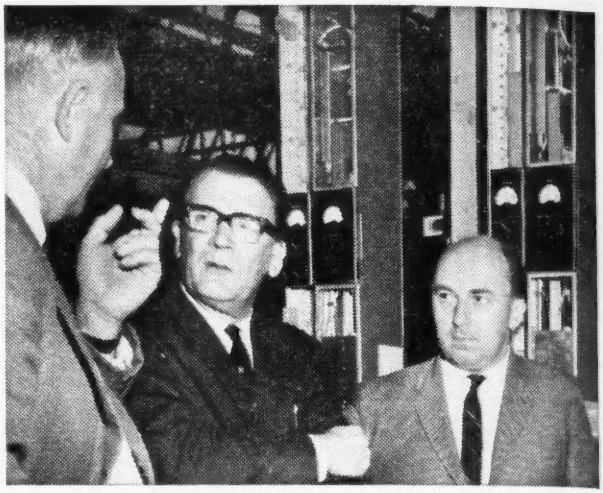
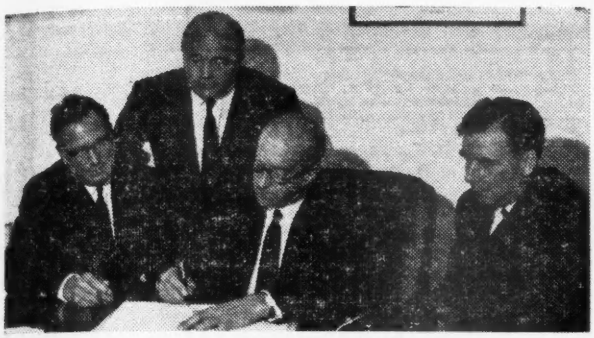


Mr. D. G. Peck (Centre), Engineer-in-Chief of the Fiji Posts and Telegraphs Department, visited the Coventry headquarters of GEC (Telecommunications) Ltd., of England, recently for general discussions on transmission and public exchange matters. Here, Mr. Peck is discussing 2000Mc/s transmission equipment under test with Mr. E. M. Hickin, GEC's chief radio engineer (left), and Mr. N. A. White, sales engineer. GEC has already provided Fiji's two microwave radio links for carrying telephone calls, and during the past 12 months, Fiji ordered transmission equipment worth a total of over £66,000 from the company.

Six Davall Model 25 individual keyboard trainers have been installed as an integral part of a new American typewriting course which commenced on December 1 at the Government and Business Training School in Washington, DC. The Model 25, fitted with a display, keyboard and programmes suitable for the Spanish language, has also been installed at Academia Cultura, Esquina La Gorda, Caracas, Venezuela. Made by Davall Teaching Machines Limited of Rothersthorpe Crescent, Northampton, the Model 25 is a one-piece portable electronic keyboard trainer for teaching touch-typing.

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of HM Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Casilla 854, Lima.



An export transport contract worth £200,000 has been awarded to the Coventry based international transport company, Morton's (Coventry) Ltd., by the Banbury division of the Export Packing Service Group, experts in packing and storage. Under the contract, the two companies will co-operate to provide exporters with 'the most comprehensive export packing, storage and transportation service they've ever had.' Seen signing the contract are Mr. Norman Shortland (left), chairman of Morton's (Coventry) Ltd., and Mr. R. C. Boucher (centre), chairman of Export Packing Service Ltd. Also in the picture are Mr. J. R. Hope, executive director of the EPS Banbury division (standing) and Mr. Eric Shortland, Morton's transport director.

VENEZUELA

Import licensing restrictions

HM EMBASSY at Caracas has reported that the Venezuelan Ministry of Finance and Development has issued a resolution dated November 15 imposing import licensing restrictions on further items used in the assembly of television sets. The items are as follows:

Tariff No.	Description	Duty in Bolivars per kilo gross weight
664-09-01-1	Glass bulbs for television screens (4)	1·00 + 25% *Ad val.*
664-09-03-4	Suppressed	
721-04-02-3	Electronic tubes (screen) for television sets (4) . .	0·50
721-04-04-5	Volume, tone, and circuit controls for television sets (4) .	0·50
721-08-01-2	Suppressed.	

Note: (4) Previous import licence required from Ministry of Development.

This resolution entered into force from date of publication (i.e. November 16) and it affects items imported from that date with the exception of those coming by air, for which two days' grace is given. Imported goods covered by consular invoices or shipping documents endorsed on or before November 16 are exempt from import licensing requirements.

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URUGUAY

Partial lifting of ban on certain imports

BY DECREE published on November 8, 1967 imports into Uruguay of the following goods are now permitted. Group numbers are taken from the Uruguayan Code of Merchandise.

Group	Commodity
30.150	Cassava flour.
30.246	Salt, unground.
30.267	Tea.
30.276	Processed yerba mate.
33.102	Radiographic films.
33.114	Radiographic plates.
34.001	Prepared additives for fuels.
34.002	Additives for lubricants.
34.003	Coke coal for foundries.
34.004	Prepared additives for improving the physical and/or chemical contents of inflammables derived from petroleum.
34.009	Mineral coal.
34.012	Diesel oil.
34.015	Fuel oil.
34.018	Gas oil.
34.027	Lubricating oils and greases.
34.030	Kerosene.
34.033	Gasoline.
35.003	Medicinal oils.
35.006	Medicinal acids.
35.009	Vegetable tar for medicinal use.
35.015	Colouring anilines and pigments for medicinal use.
35.018	Antibiotics as pharmaceutical specialities or as product in bulk for the preparation of same.
35.027	Empty gelatine capsules.
35.028	Medicinal grade calcium carbonate related to antibiotics and/or vitamins.
35.033	Corticotropine (ACTH)
35.036	Cortizone, hydrocortizone and their by-products as pharmaceutical specialities or as products in bulk for the preparation of same.
35.041	Injectable dextrose medicinal quality in crystals or crystalline or granular powder.
35.042	Alkaloid drugs subject to control by the Ministry of Public Health.
35.045	Sulfanilamid drugs.
35.048	Prepared sulfanilamid drugs.
35.050	Chemical elements and radioactive isotopes and their components.
35.052	Medicinal plasters or adhesive tape (sparadrap) both exclusively medicated.
35.060	Pharmaceutical specialities and patent medicines.
35.063	Medicinal extracts.
35.072	Herbs in general.
35.078	Insulin as pharmaceutical speciality or as product in bulk for the preparation of same.
35.082	Medicinal milks for pediatric use.
35.084	Raw materials for the manufacture of pharmaceutical and/or medicinal preparations.
35.085	Dehydrated and reactive means of cultivation for analysis of microbiological laboratories and clinics.
35.086	Reactive and indicating paper used in chemical analysis.
35.090	Penicillin and preparations and/or mixtures of same.
35.093	Normal human plasma.
35.096	Medicinal dietetic products.
35.099	Anaesthesic chemical products.
35.102	Pure chemical products for analysis including those products appearing elsewhere without specifying grade of purity when possessing reagents for analysis.
35.107	Fresh or frozen semen.
35.108	Serum and vaccines for human use.
35.114	Veterinary vaccines and products.
35.120	Vaselines.
42.021	Herbicide oils.
42.093	Adherents for inoculants for vegetables.
42.201	Hessian.
42.207	Arsenic.
42.216	Raw sugar to be refined in the country.
42.222	Sulphur in stone and in bulk.
42.226	Sulphur treated chemically after its extraction, and insoluble in calcium sulphide.
42.276	Raw coffee beans.
42.468	Additives for the manufacture of agricultural and veterinary pesticides registered in the Department of Agriculture and/or Department of Livestock.
42.579	Ground slag: (a) Phosphorous soluble in water. (b) Phosphorous insoluble in water.
42.663	Agricultural ammonium phosphate.
42.666	Bicalcic phosphate.
42.669	Ground rock phosphate. (a) Phosphorous, soluble in water. (b) Phsophorous, insoluble in water.
42.672	Phosphorites, rock phosphates and unground slag for processing in the country.
42.876	Other inoculants for legumes.
42.945	Raw materials for the manufacture of products for fighting agricultural livestock pests, registered with the Ministry of Livestock and Agriculture.
42.969	Mixtures of phosphate fertilizers.
43.021	Potassium nitrate.
43.024	Sodium nitrate.
43.027	Sodium potassium nitrate.
43.351	Products for combating agricultural and livestock pests, controlled by the Ministry of Agriculture and Livestock.
43.354	Products or mixtures used in the manufacture of fertilizers or used directly as such.
43.402	Coarse salt.
43.424	Silicones.
43.480	Carbon disulphide.
43.555	Yerba mate (semi-processed).
46.072	Rice seed.
46.079	Malt barley seed.
46.081	Vegetable seeds including garlic bulbs for planting.
46.084	Hop seed.
46.087	Seed potatoes.
46.090	Sugar beet seed.
46.093	Wheat seed.
46.096	Alfalfa seed for forage.
46.099	Birdseed for forage.
46.102	Oat seed for forage.
46.105	Barley seed for forage.
46.108	Small barley seed for forage.
46.111	Rye seed for forage.
46.114	Feterita seed for forage.
46.120	Grain and leguminous seed for forage.
46.123	Maize seed for forage.
46.126	Grass seed for forage.
46.132	Sunflower seed.
46.135	Linseed.
46.138	Groundnut seed.
46.141	Soya seed.
46.144	Spurge seed.
46.147	Seeds of fruit coniferous – forest – and ornamental trees for bearing cuttings.
50.009	Bananas.

JAMAICA

Exemptions from import duties

THE SECOND Schedule to the Jamaican Customs Tariff (Table of Exemptions from Duty) has been further amended by the deletion of item 70 and the substitution therefor of the following:

Raw materials used in the manufacture of paints, etc.	70. Substances and ingredients which the Collector-General is satisfied: (a) are to be used solely in the manufacture of any or more of the following articles, that is to say, paint, varnish, lacquer, enamel, filler, putty, drier, paint removers, varnish removers, thinners, jointing compounds, or a product similar to any of those hereinbefore listed and, in the opinion of the Collector-General, ordinarily produced in conjunction with the manufacture thereof; or (b) are not manufactured or produced locally and are imported by or on behalf of a manufacturer of synthetic resins for use solely in the manufacture of synthetic resins which are to be used in the manufacture of any of the articles referred to in paragraph (a) hereof; subject to such conditions (including the keeping and rendering of accounts regarding the use or disposal of such substances and ingredients) as the Collector-General may prescribe or impose.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

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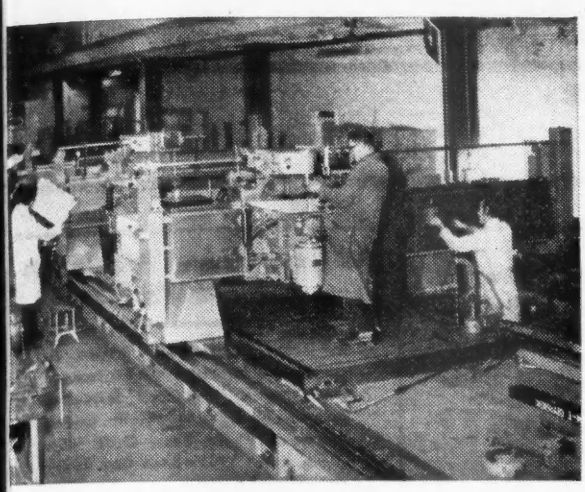

group of 76-in. wide twist or swarf routing machines at the Buthall factory of Cramic Engineering Co. Ltd. for assembly rior to delivery to General Dynamics, United States. The Cramic roup, the Engineering Division of the Ever Ready Company Great Britain) Ltd., say they have a policy of continued export usiness, particularly with America and that their current export rder book stands at an all-time high of £2,488,000 and is 65.4 per nt of the total order book. Recent dollar orders in the machine ol field have been for $890,000, $670,000 and $4,300,000. The mpany have recently entered into an agreement with Chisholm-yder (International Manufacturing) Ltd. for the manufacture of ydron hydrostatic sterilizers. Since entering this agreement the mpany have supplied a Hydron (value $160,000) to an American mpany 24 days ahead of schedule. New manufacturing facilities e being built at Tipton, Banbury and Port Talbot, Glamorgan-ire.

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Title	*Last published*
Air transport:	
Activity at UK aerodromes (M)	17 Nov. 1967
Aircraft noise at Heathrow Airport (Q)	20 Oct. 1967
Mileage and traffic (M)	1 Dec. 1967
Trade by air (6-M)	6 Oct. 1967
Balance of payments (Q)	15 Sept. 1967
Bankruptcy orders (Q)	11 Aug. 1967
Business names registered	10 Feb. 1967
Capital expenditure:	
By industry (Q)	This week
Distributive and service trades (A)	30 Dec. 1966
Industry's investment intentions (3 times a year)	20 Oct. 1967
Catering trades turnover (M)	17 Nov. 1967
Chemical industries production (6-M)	17 Nov. 1967
Companies:	
Income and finance (Q)	3 Nov. 1967
New companies registered:	
Gt. Britain (M)	This week
N. Ireland (M)	1 Dec. 1967
Construction work overseas (A)	13 Oct. 1967
Credit:	
Instalment and credit business (M)	7 July 1967
International trade credit (A)	21 July 1967
Engineering and electrical goods:	
Deliveries of certain products (Q)	29 Sept. 1967
Production, exports and orders (M)	1 Dec. 1967
ECGD business (Q)	3 Nov. 1967
Film industry:	
British Film Fund Agency returns (M)	17 Nov. 1967
Cinema admissions and takings (M)	24 Nov. 1967
Overseas payments and earnings (A)	6 Jan. 1967
Registration of films (A)	27 Jan. 1967
Trends in film-going (A)	20 Oct. 1967
Food:	
Consumption levels (A)	30 June 1967
Household consumption (Q)	13 Oct. 1967
Footwear industry orders (M)	17 Nov. 1967
Foreign trade:	
Commonwealth trade (A)	7 July 1967
EFTA trade (Q)	1 Dec. 1967
Sterling area trade summary (Q)	24 Nov. 1967
Trend in exports of manufactures (A)	27 Oct. 1967
World trade and production (Q)	This week
Foreign trade of the UK:	
Unit value and volume index nos. (M)	This week
Value of overseas trade (M)	24 Nov. 1967
Value of overseas trade: analysis of trends (Q)	10 Nov. 1967
Gold and convertible currency reserves (M)	10 Nov. 1967
Hairdressing trades turnover (M)	17 Nov. 1967
Hire purchase:	
Assets and liabilities of HP companies (Q)	17 Nov. 1967
Business (M)	This week
Industrial building provisional figures (Q)	27 Oct. 1967
Industrial production:	
Index nos. (M)	1 Dec. 1967
N. Ireland index (M)	1 Dec. 1967
Insurance companies:	
Assets (A)	4 Aug. 1967
Transactions (Q)	8 Sept. 1967
Investment and earnings overseas (A)	30 June 1967
Laundries and dry cleaners turnover (M)	17 Nov. 1967
Machine tools deliveries and orders (M)	24 Nov. 1967
Man-made fibres:	
Analysis of production (A)	7 April 1967
Analysis of production (Q)	6 Oct. 1967
Deliveries (Q)	4 Aug. 1967
Production (M)	This week
Motor industry:	
Car and commercial vehicle production (M)	1 Dec. 1967
Motor trades turnover (M)	1 Dec. 1967
Nationalized industries overdrafts (M)	1 Dec. 1967
Partnerships registered (A)	10 Feb. 1967
Pension funds:	
Assets (A)	7 July 1967
Transactions (Q)	This week
Retail prices index (M)	24 Nov. 1967
Retail trade:	
Index nos. (M)	This week
N. Ireland index (M)	24 Nov. 1967
Royalty transactions (A)	21 July 1967
Shipping:	
Movement at UK ports (M)	1 Dec. 1967
Nationality of vessels in UK sea-borne trade (A)	20 Oct. 1967
Stocks:	
Distributive and service trades (A)	30 Dec. 1966
Manufacturers', wholesalers' and distributors' (Q)	This week
Retail (M)	10 Nov. 1967
Television:	
Overseas payments and earnings (A)	6 Jan. 1967
Textiles:	
Clothing and textile orders and deliveries (M)	24 Nov. 1967
Cotton production (M)	24 Nov. 1967
Wholesale houses sales (M)	17 Nov. 1967
Wool exports (Q)	24 Nov. 1967
Wool output (M)	24 Nov. 1967
Tourism:	
International tourism (A)	29 Sept. 1967
UK tourist traffic (M)	1 Dec. 1967
Wholesale prices:	
Average prices of selected commodities (A)	24 Feb. 1967
Index nos. (M)	17 Nov. 1967

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade addresses	18 Aug. 1967
Board of Trade regional organization	1 Dec. 1967
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1967
British commercial representatives overseas	1 Sept. 1967
Directory of Board of Trade Departments and their work	26 May 1967
ECGD head offices	15 Sept. 1967
Official Receivers' Offices	16 Dec. 1966
United States consular offices in the UK	17 June 1966

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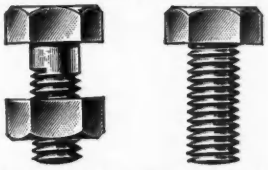

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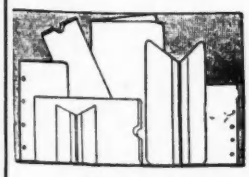

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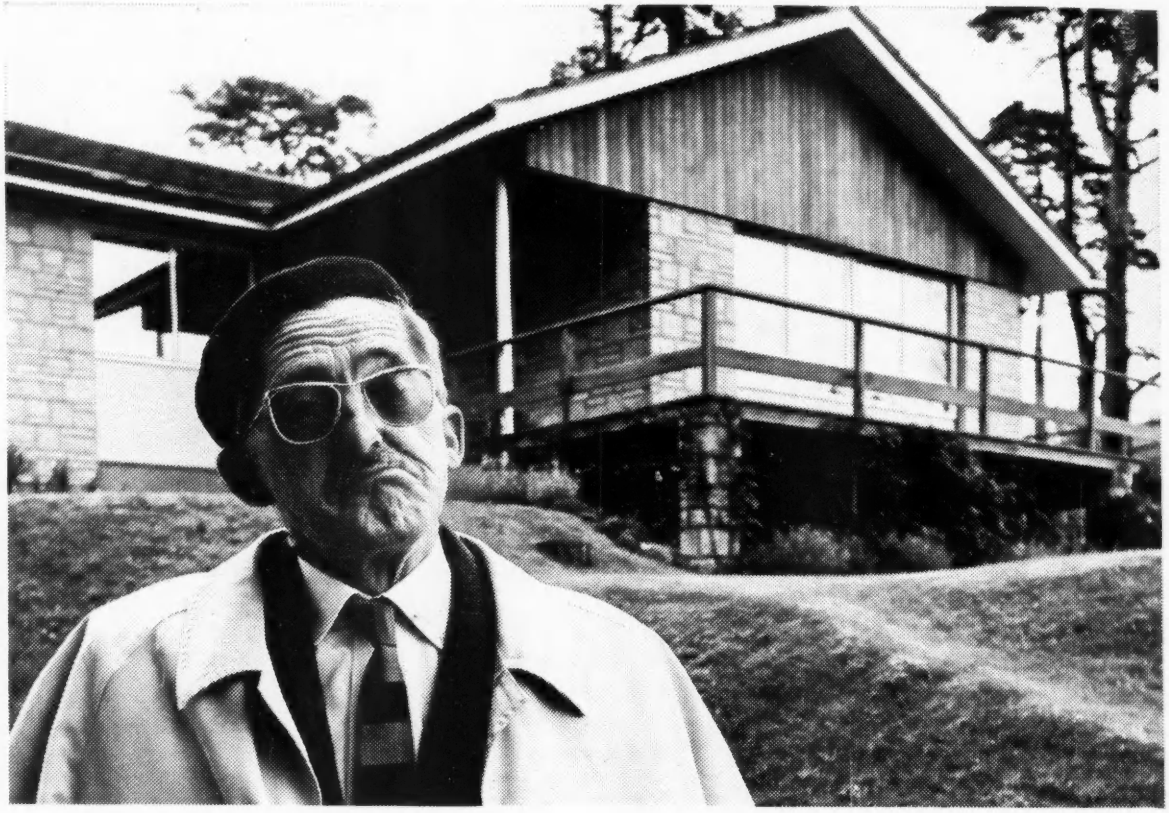

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British commercial representatives overseas

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'HINTS TO BUSINESS MEN' booklets are available for most of the countries listed below. British businessmen who intend visiting any of the countries on export business may obtain copies free of charge from the nearest Regional Office or from Export Services Branch (Tel. 01-248 5757, Ext. 7146) (Telex 25977).

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THIS LIST is prepared by Export Services Branch of the Board of Trade and published *quarterly* in the *Board of Trade Journal*. Inquiries relating to the list should be made to Export Services Branch at the address given below (Tel. 01-248 5757, Ext. 7112).

ADEN – Mr. E. F. G. Maynard, High Commissioner's Office, ADEN. ('Highcoma, Aden'.) (Tel. 2424.)

AFGHANISTAN – Mr. G. F. Rance, Second Secretary (Commercial), British Embassy, Karte Parwan, KABUL. (Tel. 20512, 24856, 24956.)

ALGERIA – Mr. R. C. Robinson, M.B.E., The Swiss Embassy, British Interests Section, Edifice Cassiopée, Bâtiment B, 7 Chemin des Glycines, B.P.25, ALGIERS, R.P. (Tel. 60.56.01-04.) (Telex 29-91872 a/b Prodrom Alger.)

ANGOLA (Portuguese West Africa) – Mr. H. Carless, Consul-General, British Consulate-General, Rua Diogo Cao No. 4, Caixa Postal No. 1244, LUANDA. (Tel. 2487).

ARGENTINA – Mr. M. Gale, C.B.E., H.M. Minister (Commercial), British Embassy, Sarmiento 443, 6°, BUENOS AIRES. (Postal address: Casilla 2050, Buenos Aires.) (Tel. 49-6681/7) (Telex 201-1666 a/b Prodroba.)

AUSTRIA – Mr. R. E. Gamble, First Secretary (Commercial), British Embassy, 40 Reisnerstrasse, 1030 VIENNA. (Tel. 73.15.-75/6/7). (Telex 2053-13410 a/b 13410 Britemb A).

AUSTRALIA – Mr. J. S. Rooke, C.M.G., O.B.E., H.M. Minister (Commercial); Mr. S. C. Stout, Counsellor (Commercial), British High Commission, Commonwealth Avenue, CANBERRA, A.C.T. (Tel. 72211.) (Telex 29-AA62043 a/b AA62043.)

SYDNEY – Mr. C. A. Holmes, First Secretary (Commercial), British High Commission, Gold Fields House, Sydney Cove, Sydney, 2000 N.S.W. (Tel. 27-7521.)

MELBOURNE – Mr. D. G. Stewart-Smith, Deputy High Commissioner, British High Commission, The Colonial Mutual Life Building, 330 Collins Street, Melbourne, C.I. (Tel. 67-7254, 67-8601 (9 lines).)

BRISBANE – Mr. H. F. Bartlett, O.B.E., Deputy High Commissioner, British High Commission, M.L.C. Building, Corner Adelaide and Edward Streets, Brisbane. (Tel. 2-2307/8/9.)

PERTH – Mr. B. A. F. Pennock, Deputy High Commissioner, British High Commission, ANZ House, 7th Floor, 84 St. George's Terrace, Perth, Western Australia. (Tel. 21-5120 and 21-5128/9.)

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IMPORTANT

THE INFORMATION **given in this list is intended for the benefit of exporters travelling abroad. All commercial inquiries should be addressed initially to the nearest Regional Office of the Board of Trade (see list on page xii) or to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757) (Telex 25977). A great deal of overseas commercial information is on record and can be supplied immediately.**

BAHAMAS – Mr. S. J. Towlson, British Trade Commissioner, British Trade Commission, E. D. Sassoon Building, Parliament Street, P.O. Box 4600, NASSAU, New Providence, Bahamas. ('Tradcom, Bahamas.') (Tel. 21003.)

BAHRAIN – Mr. J. H. Turner, Commercial Secretary, H.M. Political Agency, No. 14, First Floor, Yateem's New Building, Al Khalifah Road, MANAMA. (Postal address: P.O. Box 114, Bahrain.) ('Political, Bahrain.') (Tel. Manama (Bahrain) 3597.)

BARBADOS – Mr. A. G. Elgar, O.B.E., Deputy High Commissioner, British High Commission, Barclays Bank Building, Roebuck Street, P.O. Box 676c, BRIDGETOWN, Barbados. (Tel. 3525.) (Telex 29-219 a/b Ukrep, BRI.)

BELGIUM – Mr. J. R. Wraight, C.M.G., Counsellor (Commercial), British Embassy, Britannia House, 28 Rue Joseph II, BRUSSELS 4. (Tel. 19.11.65.) (Telex 2026-23462 a/b Prodrome Bruxls.)

BOLIVIA – Mr. J. K. E. Broadley, First Secretary (Commercial), British Embassy, Avenida Arce 2740, Casilla 694, LA PAZ. (Tel. 29403.) (Telex 201-LPZ5228 a/b Prodrome La Paz.)

BOTSWANA – Mr. H. Arthington-Davy, O.B.E., Deputy High Commissioner, British High Commission, Private Bag 23, GABERONES. (Tel. 483/5.) (Telex 201-JX7870 a/b Highcom J7870.)

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Consular offices – 'Britain' followed by the town name.

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BRAZIL – Mr. C. T. Gandy, H.M. Minister (Commercial), British Embassy, Praia do Flamengo 284-2° Andar, RIO DE JANEIRO. (Postal address: Caixa Postal 669-ZC-00.) (Tel. 25-7252.) (Telex 201-337 a/b Prodrome Rio.)

SAO PAULO – Mr. W. J. M. Paterson, C.M.G., Consul-General, British Consulate-General, Avenida Paulista 1938 (17 Andar), Sao Paulo. (Postal address: Caixa Postal 846.) (Tel. 35-4131.)

BULGARIA – Mr. W. F. B. Price, First Secretary (Commercial), British Embassy, Boulevard Marshall Tolbukhin 65-67. SOFIA. (Tel. 85361/2) (Telex 29 SOFIA 363 a/b Prodrome Sofia.)

BURMA – Mr. L. E. Bagshawe, First Secretary (Commercial), British Embassy, 80 Strand Road, P.O. Box 638, RANGOON. (Tel. 15700.)

CAMBODIA – Mr. P. J. Murphy, First Secretary (Commercial), British Embassy, 96 Moha Vitmei Preah Bat Norodom, P.O. Box 150, PHNOM PENH. (Tel. 3974/5.)

CAMEROON – Mr. A. B. Moore, First Secretary, British Embassy, Avenue Joseph Clerc, Boite Postale 547, YAOUNDÉ. (Tel. 3192.) (Telex 201-400 a/b Prodrome YDE.)

BUEA – Mr. N. Morton, Consul, British Consulate, 'Castella', P.O. Box 68, Buea. (Tel. Buea 623.) (Telex 201 Douala 245 a/b Britain Buea.)

[NOTE: The British Embassy at Yaoundé deals with matters relating to Government Departments and firms in Yaoundé. The British Consulate at Buea deals with all other commercial matters.]

CANADA – Mr. T. E. Rogers, C.M.G., M.B.E., H.M. Minister (Commercial); Mr. R. W. Gray, Counsellor (Commercial), British High Commission, 80 Elgin Street, OTTAWA 4, Ontario. (Tel. 237-1530.) (Telex 206-013266 a/b Ukrep, Ottawa.)

MONTREAL – Mr. A. Heckle, C.M.G., Senior British Trade Commissioner British Trade Commission, 635 Dorchester Boulevard West, Montreal 2, P.Q. (Tel. 866-5863) (Telex 206-01-26437 a/b Ukrep Montreal.)

TORONTO – Mr. G. H. S. Jackson, C.M.G., Senior British Trade Commissioner, British Trade Commission, 8th Floor, 200 University Avenue, Toronto 1, Ontario. (Tel. 362 1223) (Telex 206-02-29060 a/b Britweek, Toronto.)

VANCOUVER – Mr. J. F. Saunders, C.B.E., Principal British Trade Commissioner, British Trade Commission, 4th Floor, Bank of Nova Scotia Building, 602 West Hastings Street, Vancouver 2, British Columbia. (Tel. 683-4421.) (Telex 206-045481 a/b Ukrep, Vancouver.)

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WINNIPEG – Mr. J. W. S. Corbett, D.S.O., British Trade Commissioner, British Trade Commission, 4th Floor, Monarch Life Building, 333 Broadway Avenue, Winnipeg, 1, Manitoba. (Tel. 942-3151.) (Telex 206-035465 a/b Ukrep, Winnipeg.)

EDMONTON – Mr. J. D. G. Walker-Brash, M.B.E., British Regional Information Officer, British Government Office, Suite 600, Bank of Montreal Building, Jasper Avenue, Edmonton, Alberta. (Tel. 424-0481.) (Telex 206-037-2421 a/b Ukrep, EDM.)

REGINA – Mr. H. W. Sturdy, British Trade Commissioner, British Trade Commission, 207 Derrick Building, 2431-11th Avenue, Regina, Saskatchewan. (Tel. 527-6459; 527-6350.)

ATLANTIC PROVINCES – Mr. L. Cox, O.B.E., British Trade Commissioner for the Atlantic Provinces, British Trade Commission, 10th Floor, Centennial Buildings, 1645 Granville Street, Halifax, Nova Scotia. (Tel. 422-7488.) (Telex 206-014-42634 a/b Ukrep, HFX.)

QUEBEC CITY – Mr. D. A. Wehl, O.B.E., British Regional Information Officer, British Government Office, 100 D'Youville Square, Quebec City. (Tel. 525-5187.) (Telex 206-011246 a/b Ukrep, QBC.)

CEYLON – Mr. J. M. Dutton, Deputy High Commissioner and Counsellor (Commercial), British High Commission, P.O. Box 1433, Galle Road, Kollupitiya, COLOMBO 3. (Tel. 5357-9 and 7298-9.) (Telex 201-101 a/b Ukrep, Colombo.)

CHILE – Mr. J. B. Ure, First Secretary (Commercial), British Embassy, P.O. Box 72-D, Bandera 227, SANTIAGO. (Tel. 61151/5.) (Telex 201-SGO341 a/b Prodrome, Santiago.)

CHINA – Mr. T. Peters, C.M.G., Counsellor (Commercial), Office of the British Chargé d'Affaires, 5 Kuang Hua Lu, Chien Kuo Men Wai, PEKING. (Tel. 55-3931/2/3/4.)

COLOMBIA – Mr. M. J. Wilmshurst, First Secretary (Commercial) and Consul, British Embassy, Carrera 10, No. 19-65, 7° Piso, BOGOTA, (Airmail address: Apartado Aéreo 4508, Bogota.) (Tel. 411051.) (Telex 201-044503 a/b Prodrome, Bogota.)

CONGO, DEMOCRATIC REPUBLIC OF – Mr. H. G. Windle, First Secretary (Commercial) and Consul, British Embassy, 9 Avenue Beernaert, 5th Floor, Building Credit Congolaise, P.O. Box 8049, KINSHASA. (Tel. 3484/5.)

LUBUMBASHI – Mr. W. N. Hugh-Jones, M.V.O., Consul, British Consulate, Boulevard Elisabeth 727, P.O. Box 973, Lubumbashi. (Tel. 2434.) (Telex 201-49 a/b Britain, EVL.)

COSTA RICA – Mr. H. Halliwell, First Secretary and Consul, British Embassy, Paseo Colon, 3202, Apartado 'U', SAN JOSÉ. (Tel. 21-58-16 and 21-56-88.) (Telex 201-CR169 a/b CR 169 Prodrom.)

CUBA – Mr. A. C. Buxton, First Secretary (Commercial), British Embassy, Edificio Bolivar, 9° Piso, Capdevila (formerly Carcel) 101-103 HAVANA. (Tel. 61-5681.) (Address for correspondence from Britain: British Embassy, Havana, P.O. Box 1229, Nassau, Bahamas.)

CYPRUS – Mr. E. R. Worsnop, First Secretary (Commercial), British High Commission, P.O. Box 1978, Alexander Pallis Street, NICOSIA. (Tel. 73131-5.)

IMPORTANT

THE INFORMATION **given in this list is intended for the benefit of exporters travelling abroad. All commercial inquiries should be addressed initially to the nearest Regional Office of the Board of Trade (see list on page xii) or to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757) (Telex 25977).** A great deal of overseas commercial information is on record and can be supplied immediately.

CZECHOSLOVAKIA – Mr. J. F. Barrow, First Secretary (Commercial), British Embassy, Thunovska Ulice 14, Mala Strana, PRAGUE (Praha) 1. (Tel. 533347/9 and 533340.) (Telex 2055-Prague 511 a/b Prodrome Prague.)

DENMARK – Mr. G. Booth, Counsellor (Commercial), British Embassy, Kastelsvej 38-40, COPENHAGEN Ø. (Tel. Tria 6360.) (Telex 2051-2706 a/b Prodrome KH.)

AARHUS – Mr. R. L. Russell, British Vice-Consul (Commercial), B. P. Huset, Europaplads 2, 8000 Aarhus C. (Tel. (06) 12 25 00.)

[There is also an Honorary Vice-Consul in the FAROE ISLANDS at Thorshavn who will be glad to see British business visitors:
Mr. A. Mortensen, British Vice-Consul, The Quay, THORSHAVN, Faroe Islands. (Tel. Bryggjan 1690.)]

DOMINICAN REPUBLIC – Mr. G. C. Gullan, First Secretary and Consul, British Embassy, Apartado 1352, No. 84 Avenida Independencia, SANTO DOMINGO. (Tel. 2-3128/9.) (Telex 201-3460075 a/b 3460075 Prodrome.)

ECUADOR – Mr. G. S. McWilliam ,O.B.E. First Secretary (Commercial), British Embassy (opposite Hotel Quito), Gonzalez Suarez 111, QUITO. (Postal address: Casilla 314, Quito.) (Tel. 230070/3.) (Telex 201-38 a/b Prodrome Quito.)

GUAYAQUIL – Mr. T. G. Simon, Consul (Commercial), British Consulate, Edificio La Nacional (2° Piso), V. M. Rendón 120, Guayaquil. (Tel. 15- 392 and 15-243.) (Postal address: Casilla K, Guayaquil.)

EL SALVADOR – Mr. J. Hammond, First Secretary and Consul, British Embassy, 15a Avenida Norte (Continuacion) No. 611, Colonia Duenas, SAN SALVADOR. (Tel. 219667.) (Telex 201-3010233 a/b Prodsalv.)
(*Postal address: Embajada Britanica, Apartado* 601, *San Salvador, El Salvador, Central America.*)

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ERITREA – Mr. J. Bromley, M.V.O., Consul, British Consulate, Shoa Banin Building, Av. Haile Selassie I, P.O. Box 254, ASMARA. (Tel. 10131/2.)

FINLAND – Mr. D. N. Royce, Counsellor (Commercial), British Embassy, Korkeavuorenkatu 34, HELSINKI 13. (Tel. 12574 and 632826.) (Telex 2059-121122 a/b Britform, HKI.)

FORMOSA – Mr. R. Brereton, Deputy Consul, British Consulate, Chung Cheng Road, TAMSUI. (Tel. 2.)

FRANCE – Mr. F. C. Everson, C.M.G., H.M. Minister (Economic), British Embassy, 35 Rue du Faubourg St. Honoré, PARIS 8e. (Tel. 265.27.10/5; 265.06.20/4.) (Telex 2022-20966 a/b Prodrome 20966F.)

BORDEAUX – Mr. D. G. Mitchell, M.B.E., Consul, British Consulate, 15 Cours de Verdun, 33, Bordeaux. (Tel. 52-28-35/6.)

LILLE – Mr. J. K. Blackwell, C.B.E., Consul-General, British Consulate-General, 60 Boulevard de la Liberté, Lille (Nord.) (Tel. 57.35.49 and 57.01.77.)

LYONS – Mr. J. O. McCormick, C.M.G., M.C., Consul-General, British Consulate-General, 24 Rue Childebert, Lyons (2e), Rhone. (Tel. 37.59.67/8.) (Telex 2022-33254 a/b Britain, Lyon.)

MARSEILLES – Mr. R. C. Ormerod, Consul-General, British Consulate-General, 24 Avenue du Prado, 13 Marseilles 6 (Bouches du Rhone.) (Tel. 37.68.54 and 37.66.95.) (Telex 2022-42307 a/b Britain, Marsl.)

STRASBOURG – Mr. J. S. A. Selwyn, O.B.E. Consul-General, British Consulate-General, 10 Rue du General de Castelnau, B.P. 42, Strasbourg (Bas Rhin). (Tel. 36.64.91.) (Telex 2022-87995 a/b Bristra, Strbg.)

GAMBIA – Mr. D. Higgins, Second Secretary, British High Commission, 78 Wellington Street, P.O. Box 507, BATHURST. (Tel. 244/6.)

GERMANY – Mr. S. L. Edwards, C.M.G., Minister (Economic), British Embassy, Friedrich-Ebert Allee 77, 5300 BONN. (Tel. Bonn 222021.) (Telex 203-886887 a/b 886887 Brinf D.)

BERLIN – Mr. A. D. Mitchell, Consul (Commercial), British Consulate General, Uhlandstrasse 7-8, 1000 Berlin 12. (Tel. 935293-6.)

DUSSELDORF – Mr. C. W. Blackman, Consul (Commercial), British Consulate-General, Cecilienallee 14 and 16, 4000 Düsseldorf. (Tel. 434281-5.) (Telex 203-8-584855 a/b 8584855 Comb. D.)

FRANKFURT – Mr. J. D. Lewis, Consul (Commercial), British Consulate-General, Zeppelinallee 47, 6000 Frankfurt/Main. (Tel. 773251-5.)

HAMBURG – Mr. K. W. Chesterman, Consul (Commercial), British Consulate-General, Harvestehuderweg 8a, 2000 Hamburg. (Tel. 451351-5.) (Telex 203-213562 a/b BRHBG D.)

MUNICH – Mr. K. J. Green, Consul (Commercial), British Consulate-General, Akademiestrasse 7-9, 8000 Munich. (Tel. 348094/5.)

STUTTGART – Mr. R. K. Robertson, Consul (Commercial), British Consulate-General, Königstrasse 45, 7000 Stuttgart. (Tel. 293216/8.)

GHANA – Mr. A. H. Birch, O.B.E., Counsellor (Economic and Commercial), British High Commission, Barclays Bank Building, High Street, P.O. Box 296, ACCRA. (Tel. 64651.) (Telex 201-239 a/b Ukrep, Accra.) (The P.O. Box number must be used for all correspondence.)

GREECE – Mr. J. C. Petersen, Counsellor (Commercial), British Embassy, Gennadiou 4, ATHENS, 140. (Tel. 710621/2/3.) (Telex 201-378 a/b Britform Athinai.)

SALONIKA – Mr. J. E. R. Little, O.B.E., Consul-General, British Consulate-General, P.O. Box 332, 11 King Constantine Avenue. (Tel. 77982 and 78006.)

GUATEMALA – Mr. F. S. E. Trew, Consul, British Consulate, 11 Calle No. 3-27, P.O. Box 8, GUATEMALA CITY. (Tel. 24-6-04, 27-3-05 and 21-4-63.)

GUYANA – Mr. M. D. W. McCann, M.B.E., First Secretary (Commercial), British High Commission, 44 Main Street. P.O. Box 625, GEORGETOWN. (Tel. 2881/3.) (Telex 201-GY221 a/b Ukrep GY221.)

HONDURAS – Mr. H. A. Rogers, M.B.E., First Secretary and Consul, British Embassy, Apartado 290, Avenida La Paz, TEGUCIGALPA. (Tel. 2-0479/80.)

HONG KONG – Mr. M. P. V. Hannam, Principal British Trade Commissioner, P.O. Box 528, 707 Shell House, Queen's Road Central, HONG KONG. ('Uktrade, Hong Kong.') (Tel. H. 230176-8.)

HUNGARY – Mr. H. J. Bowe, First Secretary (Commercial), British Embassy, Harmincad Utca 6, BUDAPEST V. (Tel. 182-880.) (Telex 2048-0270 a/b Prodrome BPEST.)

ICELAND – Mr. C. Spearman, First Secretary, British Embassy, Laufasvegur 49, REYKJAVIK. (Tel. 15883/4.) (Telex 29-37 a/b Prodrome RYK.)

INDIA – Mr. J. A. Turpin, C.M.G., H.M. Minister (Economic and Commercial); Mr. G. L. Simmons, M.V.O., Counsellor (Commercial); British High Commission in India, Chanakyapuri, NEW DELHI 21. (Tel. 70371.)

CALCUTTA – Mr. R. G. Marlow, First Secretary (Commercial), British High Commission, 1 Harington Street, Calcutta, 16. (Tel. 44-5171.)

BOMBAY – Mr. J. H. Fawcett, First Secretary (Commercial), British High Commission, P.O. Box 815, Mercantile Bank Buildings, Mahatma Gandhi Road, Fort, Bombay, 1. (Tel. 25.99.81/5.)

MADRAS – Mr. R. G. Bartley, First Secretary (Commercial), British High Commission, P.O. Box 5218, 150A Mount Road, Madras, 2. (Tel. 83136.)

INDONESIA – Mr. I. A. C. Kinnear, First Secretary (Commercial), British Embassy, Djalan Iman Bondjol No. 2, DJAKARTA. (Tel. 45.867.)

IRAN – Mr. P. Wilkinson, Counsellor (Commercial), British Embassy, Avenue Ferdousi, TEHRAN. (Tel. 45011/4.)

IRAQ – Mr. H. St. J. B. Armitage at the British Embassy, Beirut is available to give any advice he can to businessmen visiting Iraq.

IRISH REPUBLIC – Mr. G. Miles, First Secretary (Commercial), British Embassy, 30 Merrion Square, DUBLIN, 2. (Tel. 65678/9.) (Telex 2027-5296 a/b Ukrep, Dublin.)

ISRAEL – Mr. G. B. Chalmers, First Secretary (Commercial), British Embassy, 192 Hayarkon Street, TEL AVIV. (Tel. 249171-5.) (Telex 201-559 a/b Prodrome TLVIV.)

HAIFA – Mr. A. Lindsey, British Consul, Rassco House, 53 Hameginim Boulevard, Haifa. (Tel. 531185.)

ITALY – Mr. J. A. Ford, C.M.G., M.C., Counsellor (Commercial), British Embassy, Villa Wolkonsky, Via Conte Rosso, 25, ROME. (Tel. 776551-6.) (Telex 2023-61049 a/b 61049 Prodrome.)

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BARI – Mr. M. W. P. Cronly-Dillon, Consul (Commercial), British Consulate, Corso Vittoria Emanuele 147, I 70122 Bari. (Tel. 211.504.)

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GENOA – Mr. H. Blackstone, M.B.E., Vice-Consul (Commercial), British Consulate-General, Via Fieschi 8-12, I 16121 Genoa. (Tel. 564.833-5.)

NAPLES – Mr. R. L. D. Jasper, C.M.G., Consul-General, British Consulate-General, Via Francesco Crispi, 122, I 80122 Naples. (Tel. 303.883, 308.320 and 382.482.)

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Embassies – 'Prodrome' followed by the town name.

Consular offices – 'Britain' followed by the town name.

High Commission offices – 'Ukrep' followed by the town name.

PALERMO – Mr. J. M. Leadbitter, O.B.E., Consul, British Consulate, Palazzo Vassallo, Via Marchese di Villabianca 9, I 90143 Palermo. (Tel. 253364-6.)

TURIN – Mr. J. J. Sinclair, Consul, British Consulate, 1 Corso Vittorio Emanuele (corner of Corso Massimo d'Azeglio), I 10125 Turin. (Tel. 657676/7.)

VENICE – Mr. W. Hickson, Consul, British Consulate, Accademia 1051, Dorsoduro, I 30123 Venice. (Postal address: British Consulate, P.O. Box 469, I 30100 Venice.) (Tel. 27408 and 27207.)

IVORY COAST – Mr. W. H. Lamport, Second Secretary (Commercial), British Embassy, Fifth Floor, Immeuble Shell, Avenue Lamblin, ABIDJAN. (Postal address: Boite Postale 2581, Abidjan.) (Tel. 266-15 and 266-16.) (Telex 201-706 a/b Prodrome Abidjan.)

JAMAICA – Mr. M. E. Browne, Senior Commercial Secretary, British High Commission, P.O. Box 393, Barclays Bank Building, King Street, KINGSTON, Jamaica. ('Britcom, Kingston.') (Tel. 22461/3.) (Telex 29-JA10 a/b Ukrep, Kingston.)

JAPAN – Mr. H. A. H. Cortazzi, Counsellor (Commercial), British Embassy, 1 Ichibancho, Chiyoda-ku, TOKYO. (Tel. 261-5551.)

OSAKA – Mr. J. L. W. Hobbs, Consul (Commercial), British Consulate-General, Hongkong Bank Building, 45 Awajicho, 4-chome, Higashi-ku, Osaka. (Tel. 231-3355/7.)

JORDAN – Mr. G. W. Hopcroft, First Secretary (Commercial), Commercial Section, British Embassy, King Hussein Street, P.O. Box 6062, AMMAN. (Tel. 37374/5.)

KENYA – Mr. J. L. Beaven, First Secretary (Commercial), British High Commission in Kenya, P.O. Box 30133, Ground Floor, Cotts House, Warbera Street, NAIROBI. (Tel. 28791.) (Telex 201-20219 a/b Ukrep, Nairobi.)

KOREA – Mr. F. F. Rainsford, C.B.E., D.F.C., First Secretary, British Embassy, No. 4 Chong Dong, Sodaemun Ku, SEOUL. (Tel. 220041/2.)

KUWAIT – Mr. B. L. Strachan, First Secretary (Commercial), British Embassy, Burgan House, Fahades Salem Street, P.O. Box 300, KUWAIT. (Tel. 39221/2.)

LAOS – Mr. H. D. A. C. Miers, First Secretary (Commercial), British Embassy, Rue J. Nehru, P.O. Box 224, VIENTIANE. (Tel. 2333 and 2374.)

LEBANON – Mr. H. St. J. Armitage, First Secretary (Commercial), British Embassy, Avenue de Paris, Ras Beirut, BEIRUT. (Tel. 221550-3, 225615, 232195.)

LESOTHO – Mr. M. F. Chapman, First Secretary, British High Commission, P.O. Box 521, MASERU. (Tel. 2561.) (Telex 201-2MS Maseru a/b 2MS Highcom.)

LIBERIA – Mr. E. R. C. Holland, First Secretary (Commercial) and Consul, British Embassy. P.O. Box 120, 'Mamba Point', MONROVIA. (Tel. 21055, 21107.) (Telex 201-216 a/b Prodrome MVIA.)

LIBYA – TRIPOLITANIA and LIBYA as a whole: Mr. J. E. Reeve, First Secretary (Commercial), British Embassy in Libya, 30 Sciara Adrian Pelt, TRIPOLI, Libya. (For correspondence: Commercial Section, British Embassy, British Forces Post Office No. 57.) (Tel. 31191.) For CYRENAICA only: Mr. C. Dyer, Second Secretary (Commercial), British Embassy in Libya, Sharia Omar Scennib 15-19, BENGHAZI. (For correspondence: Commercial Section, British Embassy, British Forces Post Office, No. 55.) (Tel. 2118/2119/2120.)

LUXEMBOURG – Mr. J. R. Wraight, C.M.G., Counsellor (Commercial), British Embassy, 16 Boulevard F. D. Roosevelt, LUXEMBOURG. (Tel. 233-44, 237-34, 286-66.) (Telex 2058-443 a/b Prodrome Lux.)

MADEIRA – Mr. G. Blandy, Hon. British Consul, British Consulate, 5, Avenida Dr. Manuel d'Arriaga, FUNCHAL. (Tel. 21221.)

MALAGASY REPUBLIC (MADAGASGAR) – Mr. M. J. M. Pitchen, Commercial Attaché, British Embassy, 41 Rue Choiseul, Boite Postale 167, TANANARIVE. (Tel. 206-50.) (Telex 201-226 a/b Prodrome TANNA.)

MALAWI – Mr. W. H. Harper, Second Secretary (Commercial), British High Commission, P.O. Box 479, Victoria Avenue, Fotheringham Road, BLANTYRE. (Tel. 8456.)

MALAYSIA – Mr. L. E. M. Taylor, Counsellor (Commercial); Mr. E. J. E. Newbold, First Secretary (Commercial), British High Commission in Malaysia, P.O. Box 577, 3rd Floor, Police Co-operative Building, 1, Jalan Suleiman, KUALA LUMPUR. (Tel. 81901/10.) (Telex 201-275 a/b UKIMFR K.L.)

JESSELTON – Mr. T. Duffy, First Secretary in Charge, Office of the British Deputy High Commissioner in Eastern Malaysia, P.O. Box 824, 5th Floor, Wing on Life Assurance Building, Chester Street, Jesselton, Sabah. (Tel. 4424, 4456/7.) (Telex 201-209 a/b Ukrep, JSN.)

KUCHING – Mr. F. Kennedy, First Secretary in Charge, Office of the British Deputy High Commissioner in Eastern Malaysia (Kuching), Overseas Chinese Bank Building, Khoo Hun Yeang Street, Kuching, Sarawak. (Tel. 3373/4.) (Telex 201-201 a/b Ukrep, Kuching.)

MALTA – Mr. A. J. Salmon, First Secretary (Commercial), British High Commission, 7 St. Anne Street, FLORIANA. (Tel. Central 21285/6/7.) (Telex 201-249 a/b Ukrep, Malta.)

MEXICO – Mr. J. S. Chick, First Secretary (Commercial), British Embassy, Lerma 71, Cuauhtemoc, P.O. Box 96 Bis., MEXICO CITY 5 D.F. (Tel. 11.48.80/85.) (Telex 29-0177894 a/b Prodrome, Mex.)

MONGOLIA – Mr. N. H. Marshall, Chargé d'Affaires (*ad interim*), British Embassy, P.O. Box No. 703, ULAN BATOR, The People's Republic of Mongolia. (Tel. 70531.)

MOROCCO

RABAT – Mr. E. H. Noble, M.B.E., First Secretary (Commercial), British Embassy, 28 bis Avenue Allal ben Abdullah, Boite Postale 45, Rabat. (Tel. 20905/6; 31403/4 and 32996.) (Telex 29-31022 a/b Prodrome Rabat.)

CASABLANCA – Mr. P. M. Johnston, C.B.E., Consul-General, British Consulate-General, 60 Boulevard d'Anfa, Boite Postale 762, Casablanca. (Tel. 614.40/1.)

MOROCCO, *continued*

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MOZAMBIQUE (Portuguese East Africa) – Mr. H. J. Downing, Consul-General, British Consulate-General, 310 Avenida Augusto do Castilho, P.O. Box 55, LOURENCO MARQUES. (Tel. 6011/2.)

MUSCAT and OMAN – Mr. M. T. J. Cooper, Vice-Consul, British Consulate-General, Muscat. (Tel. 271.) (Telex 201-Muscat 216 a/b Britain Muscat.)

NEPAL – Mr. G. F. Kinnear, First Secretary and Consul, British Embassy, Lain Chaur, P.O. Box No. 106, KATMANDU. (Tel. 11081, 11588/9.)

NETHERLANDS – Mr. G. L. Pearson, M.C., Counsellor (Commercial), British Embassy, Lange Voorhout 32, THE HAGUE. (Tel. 182660-4.) (Telex 2021-31600 a/b Prodrome Hague.)

AMSTERDAM – Mr. R. G. Dundas, C.B.E., Consul-General, British Consulate-General, Herengracht 460, Amsterdam. (Tel. 234607.)

NEW ZEALAND – Mr. R. A. Daniell, C.B.E., Counsellor (Commercial); Mr. C. McLean, M.B.E., First Secretary (Commercial), British High Commission, P.O. Box 369, Government Life Insurance Building, Customhouse Quay, WELLINGTON, C.1. (Tel. 46-060.) (Telex 2607-NZ3325 a/b NZ3325.)

AUCKLAND – Mr. C. E. Dymond, C.B.E., Counsellor-in-charge, British High Commission, 9th Floor, Norwich Union Building, Queen Street, Auckland, C.1. (Postal address: Private Bag, Auckland, C.1.) (Tel. 42-833 and 49-646.)

CHRISTCHURCH – Mr. J. R. Bolton, First Secretary - in - charge, British High Commission, P.O. Box 1762, Bank of New Zealand Building, corner Colombo and Hereford Streets, Christchurch. ('Tradcom, Christchurch.') (Tel. 30-143.)

NICARAGUA – Mr. R. S. Ford, First Secretary and Consul, British Embassy, 3rd Floor, Bank of London and Montreal, Avenida Roosevelt, 208, MANAGUA, D.N. (Postal address: Apartado 13, Managua, D.N., Nicaragua.) (Tel. 5301/2.) (Telex 201-3420028 a/b Prodmgr 3420028.)

NIGERIA – Mr. L. P. F. L'Estrange, O.B.E., Counsellor (Commercial); Mr. M. Z. Wasilewski, First Secretary (Commercial); British High Commission in Nigeria, Kajola House, 62-64 Campbell Street, LAGOS. (Postal address: Private Mail Bag 2060, G.P.O., Lagos, Nigeria.) (Tel. 26441.) (Telex 201-247 a/b Ukrep, Lagos.)

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NORWAY – Mr. C. G. Harris, C.M.G., Counsellor (Commercial), British Embassy, Thomas Heftyesgate 8, OSLO, 2. (Tel. 56.38.90.) (Telex 2025-1575 a/b Prodoslo O.)

BERGEN – Miss F. M. Young, Consul, British Consulate, Slottsgaten 1, Bergen. (Tel. 10990.)

PAKISTAN – Mr. R. W. B. Carter, C.M.G., Minister (Commercial), British High Commission, 1st Floor, Finlay House, McLeod Road, KARACHI. (Tel. 222641/4.)

LAHORE – Mr. E. J. Freeman, First Secretary (Commercial), British High Commission, P.O. Box 416, First Floor, Gardee Trust Building, Napier Road, Lahore, West Pakistan. (Tel. 62266.)

IMPORTANT

THE INFORMATION given in this list **is intended for the benefit of exporters travelling abroad. All commercial inquiries should be addressed initially to the nearest Regional Office of the Board of Trade (see list on page xii) or to Export Services Branch, Hilgate House, 35 Old Bailey, London, E.C.4 (Tel 01-248 5757) (Telex 25977).** A great deal of overseas commercial information is on record and can be supplied immediately.

DACCA – Mr. T. W. Robinson, First Secretary (Commercial), British High Commission, D.I.T. Building, Dilkusha, P.O. Box 90, Dacca 2, East Pakistan. (Tel. 44216/8, 43251/3.)

CHITTAGONG – Mr. J. H. Chaplin, D.S.O., D.F.C., First Secretary (Economic), British High Commission, P.O. Box 19, Chamber of Commerce Building, Quaid-e-Azam Road, Chittagong, East Pakistan. ('Britradcom, Chittagong.') (Tel. 5971/2.)

PANAMA – Mr. D. G. Allen, First Secretary and Consul, British Embassy, Via Espana 120, PANAMA CITY. (Postal address: Box B, Balbao Post Office, Canal Zone, Panama.) (Tel. 3-0453.) (Telex 201-3481020 a/b Propana.)

PARAGUAY – Mr. S. Stephenson, First Secretary (Commercial) and Consul, British Embassy, 25 de Mayo 171, ASUNCION. (Postal address: Casilla de Correo 404, Asuncion.) (Tel. 49146.) (Telex 201-039 a/b Prodrome ASN.)

PERU – Mr. H. D. G. Collings, First Secretary (Commercial), British Embassy, P.O. Box 854, Edificio Washington – 12th Floor, Plaza Washington, (sexta cuadra), Avenue Arequipa, LIMA. (Tel. 83830.) (Telex 201-WLA 5230 a/b Prodrome, Lima.)

PHILIPPINES – Mr. L. S. Ross, First Secretary (Commercial), British Embassy, P.O. Box 295, 1414 Roxas Boulevard, 8th Floor, MANILA. (Tel. 5-24-61.) (Telex 201-MN 3282 a/b Prodrome MN 3282.)

POLAND – Mr. H. T. Kennedy, O.B.E., Counsellor (Commercial), British Embassy, Aleje Róz 1, WARSAW. (Tel. 281001-5.) (Telex 29-81-694 a/b Prodrome WA.)

PORTUGAL – Mr. S. J. Aspden, M.B.E., First Secretary (Commercial), British Embassy, Rua de S. Domingos a Lapa 37, LISBON 3. (Tel. 661191/5.)

OPORTO – Mr. B. C. MacDermot, C.B.E., M.V.O., Consul-General, British Consulate-General, Palacio Atlantico, 7th Floor, Praca D. Jaoa I, No. 28, Oporto. (Tel. 22442/3.)

QATAR – Mr. A. J. Ward, Consular and Commercial Officer, H.M. Political Agency, P.O. Box 3, DOHA. ('Political, Qatar.') (Tel. 22637.) (Telex 201-315 a/b. Political Doha.)

RUMANIA – Mr. A. Rendall, O.B.E., First Secretary (Commercial), British Embassy, 24, Strada Jules Michelet, BUCHAREST. (Tel. 11.16.35/6.) (Telex 29-011-295 a/b Prodrome BUC.)

SAUDI ARABIA – Mr. R. McGregor, First Secretary (Commercial), British Embassy, P.O. Box 393, JEDDA. (Tel. 2544 and 3409.)

SENEGAL – Mr. J. H. Bailey, Second Secretary (Commercial) and Consul, British Embassy, 20 Rue du Docteur Guillet, B.P. 6025, DAKAR. (Tel. 22383.) (Telex 201-548 a/b Prodrome, DKR.)

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1962 British Exhibition and British Fortnight, Stockholm
1963 British Industrial Fair and British Fortnight, Zurich
1964 British Industrial Fair, Barcelona
British Industrial Exhibition, Peking
British Exhibition and British Fortnight, Sydney
1965 British Exhibition, Tokyo
British Pavilion, International Exhibition 'Chemistry in Industry Construction and Agriculture', Moscow
1966 British Trade Fair and British Fortnight, Oslo
British Industrial Exhibition, Moscow
British Industrial Exhibition, Mexico City
1967 British Industrial Fair, Production Show '67, Toronto
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International Hotel and Catering Exhibition (Hotelympia)
January 9 - January 18
Olympia, London.

The 1968 Furniture Show
January 29 - February 2
Earls Court, London.

IMBEX 68
International Men's and Boys' Wear Exhibition
February 26 - March 1
Earls Court, London.

CARPEX 68
International Carpet, Linoleum and Floor Coverings Fair
February 26 - March 1
Earls Court, London.

Brighter Homes Exhibition
March 12 - March 30
City Hall, Manchester.

Scotland's Food Fair
April 16 - April 27
Kelvin Hall, Glasgow.

BREWEX 68
International Brewing, Bottling and Allied Trades Exhibition
April 22 - April 26
Earls Court, London.

Northern Reprographic Exhibition
May 20 - May 24
City Hall, Manchester.

Soviet Industrial and Trade Exhibition
August 6 - August 24
Earls Court, London.

London International Food and Drink Fair
September 5 - September 14
Olympia, London.

Northern Floor Coverings Fair
September 10 - September 13
The Exhibition Centre, Harrogate.

Industrial Equipment and Services Exhibition
September 16 - September 21
City Hall, Manchester.

Irish Packaging Exhibition
September 30 - October 4
Royal Dublin Society, Dublin

Building Trades Exhibition
October 8 - October 19
City Hall, Manchester.

British Industrial Exhibition Bucharest
October 17 - October 27
Exhibition Centre, Piata Scinteii, Bucharest.

'Do-it-Yourself' Exhibition
November 5 - November 16
City Hall, Manchester

Engineering Materials and Design International Exhibition and Conference
December 2 - December 6
Olympia, London.

1969

The International Coin-Operated Laundry, Dry Cleaning and Allied Trades Exhibition - Coin-Op 69
April 21 - April 26
Earls Court, London.

London International Engineering and Marine Exhibition, including the International Internal Combustion Engine Section, and the International Welding Exhibition
April 22 - May 1
Olympia, London.

The International Chemical and Petroleum Engineering Exhibition
April 22 - May 1
Earls Court, London

International Bakers' and Confectioners' Exhibition
September 8 - September 12
Olympia, London.

1971

IPEX 71
International Printing Machinery and Allied Trades Exhibition
July 13 - July 24
Earls Court and Olympia, London.

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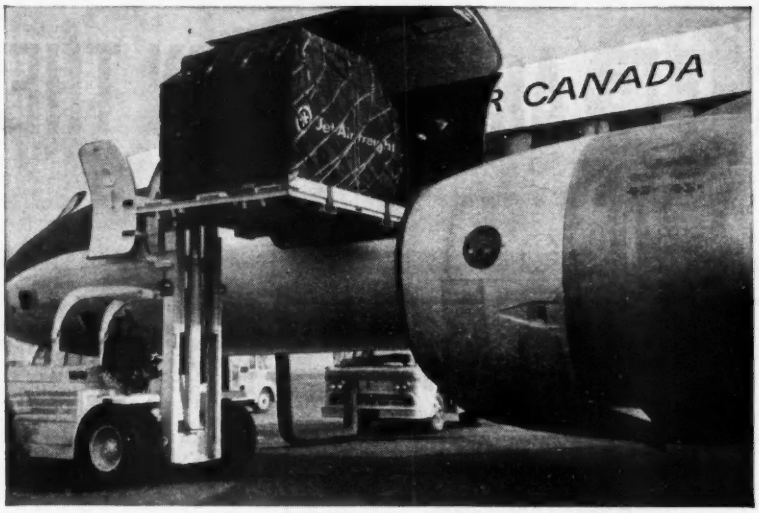

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U.S.S.R. – Mr. A. K. Rothnie, C.M.G., Counsellor (Commercial), British Embassy, Moscow. Mr. Rothnie receives all visitors at his offices, Kutuzovsky Prospekt 7/4, MOSCOW G-248. (Tel. 41-10-33 and 41-10-34.) (Telex 29-985 a/b Prodrome Moscow.) All correspondence should be addressed to him at Naberezhnaya Morisa Toreza 14, Moscow 12.

IMPORTANT

THE INFORMATION given in this list **is intended for the benefit of exporters travelling abroad. All commercial inquiries should be addressed initially to the nearest Regional Office of the Board of Trade (see list on page xii) or to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757) (Telex 25977).** A great deal of overseas commercial information is on record and can be supplied immediately.

VENEZUELA – Mr. I. F. S. Vincent, C.M.G., M.B.E., Counsellor (Commercial), British Embassy, 12th Floor, Avenida La Estancia No. 10, Cuidad Comercial Tamanaco, CARACAS. (Postal address: Apartado 1246, Caracas.) (Tel. 33.83.55/59.) (Telex 201-768 a/b 768 Procaracas.)

VIETNAM – Mr. R. F. Stimson, First Secretary (Commercial), British Embassy, 25 Boulevarde Thong Nhut, P.O. Box No. 1, SAIGON. (Tel. 23341/2.)

YUGOSLAVIA – Mr. J. A. Molyneux, Counsellor (Economic/Commercial), British Embassy, Ulica Generala Zdanova 46, BELGRADE. (Tel. 23536.) (Telex. 29-11468 a/b 11468 YU Probel.)

ZAGREB – A. R. K. Mackenzie, C.B.E., Consul-General, British Consulate-General, Ulica Ilica 12, Zagreb. (Tel. 37.627.) (Postal address: Britanski Generalri Konzulat, Zagreb, C.2.)

ZAMBIA – Mr. P. G. P. D. Fullerton, First Secretary (Economic and Commercial), British High Commission, Waddington Road, P.O. Box RW50, LUSAKA. (Tel. 72097.) (Telex 201-4115 a/b Ukrep LS 4115.)

British Trade Correspondents

TRADE CORRESPONDENTS generally give part-time service to the Board of Trade. Often they are Colonial Civil Servants who have been selected to act in this capacity in addition to their normal duties; in certain other territories local businessmen undertake these functions. The extent to which British Trade Correspondents can assist British business visitors is therefore limited.

AFRICA, SOUTH WEST: Mr. M. A. Isaacson, P.O. Box 29, Windhoek, South West Africa. (Tel. 7983.)

BERMUDA: Mr. Robt. C. Law, c/o Visitors' Advice Bureau, Hamilton. (Tel. 1-2038.)

BRITISH HONDURAS: The Principal Secretary, Ministry of Natural Resources and Trade, Paslow Building, P.O. Box 464, Belize City.

BRUNEI: The Controller of Customs, Brunei.

FALKLAND ISLANDS: The Colonial Secretary, Stanley.

FIJI: Commerce and Industries Officer, The Secretariat, Victoria Parade, G.P.O. 2018, Suva. (Telex 29-FJ 004 a/b Suvapo.)

GIBRALTAR: Mr. E. H. Davis, O.B.E., The Financial Secretary, Government Secretariat, Gibraltar. (Tel. A.4580.) (Telex 201-223 a/b Secretariat Gibraltar.)

GILBERT AND ELLICE ISLANDS COLONY: The Accountant-General, Tarawa, Gilbert Islands.

HAITI: Mr. J. P. Le Grand, Hon. British Consul and Trade Correspondent, The Shell Co. (West Indies) Ltd., P.O. Box 1302, PORT-AU-PRINCE. (Tel. 3472.)

MAURITIUS: Mr. N. G. Hulley, British Information Services Office, 5th Floor, Cerné House, Chaussée, P.O. Box 586, PORT LOUIS. (Tel. 2.3039.)

NEWFOUNDLAND: Mr. A. G. Ayres, Newfoundland Board of Trade, P.O. Box 5127. St. John's, Newfoundland.

NEW HEBRIDES: Mr. C. H. Allen, OBE, Resident Commissioner, Vila.

SAMOA: Mr. P. W. H. Kelly, c/o Western Samoa Trust Estate Corporation, P.O. Box 181, Apia, Western Samoa.

SEYCHELLES: Registrar of Co-operative Societies, Victoria, Mahé, Seychelles.

ST. HELENA: The Collector of Customs, St. Helena.

SOLOMON ISLANDS, BRITISH PROTECTORATE: Collector of Customs, Box G.20, Honiara, Guadalcanal, Western Pacific.

TASMANIA: Mr. W. T. Loney, National Mutual Buildings, 119 Macquarrie Street, Hobart. (Postal address: GPO Box 1068L. GPO, Hobart.) (Tel. Hobart 2-2776/7.)

TONGA: Mr. A. C. Reid, C.M.G., British Commissioner and Consul, H.B.M.'s Agency and Consulate, Nukualofa.

TURKEY (South-East only): Mr. A. N Gulalp (British Commercial Correspondent), Tuzcuoglu, Ziya Pasa Bulvari 135, Adana (Tel. 1072.)

HINTS TO BUSINESS MEN

This series of 116 booklets is produced by the Board of Trade for British business travellers overseas. Each booklet deals with a particular country and provides information to help the businessman during his stay.

Inquiries concerning the insertion of advertisements should be addressed to Her Majesty's Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1 (Tel. 01-248 9876, Ext. 6098).

Guide to countries in which towns are situated

Place	Country
Aarhus	Denmark
Abidjan	Ivory Coast
Abu Dhabi	Trucial States
Accra	Ghana
Adana	Turkey
Addis Ababa	Ethiopia
Adelaide	Australia
Alberta	Canada
Algiers	Algeria
Amman	Jordan
Amsterdam	Netherlands
Ankara	Turkey
Apia	Samoa (Western)
Asmara	Ethiopia (Eritrea)
Asuncion	Paraguay
Athens	Greece
Atlanta	United States
Auckland	New Zealand
Baltimore	United States
Bangkok	Thailand
Barcelona	Spain
Bari	Italy
Basle	Switzerland
Bathurst	Gambia
Beirut	Lebanon
Belgrade	Yugoslavia
Belize City	British Honduras
Benghazi	Libya
Bergen	Norway
Berlin	Germany
Berne	Switzerland
Bilbao	Spain
Blantyre	Malawi
Bogota	Colombia
Bombay	India
Bonn	Germany
Bordeaux	France
Boston	United States
Bridgetown	Barbados
Brisbane	Australia
Brussels	Belgium
Bucharest	Rumania
Budapest	Hungary
Buea	Cameroon
Buenos Aires	Argentina
Cairo	United Arab Republic (Egypt)
Calcutta	India
Canberra	Australia
Capetown	South Africa
Caracas	Venezuela
Casablanca	Morocco
Chicago	United States
Chittagong	Pakistan
Christchurch	New Zealand
Cleveland	United States
Colombo	Ceylon
Copenhagen	Denmark
Dacca	Pakistan
Dakar	Senegal
Delhi	India
Denver	United States
Detroit	United States
Djakarta	Indonesia
Doha	Qatar
Dubai	Trucial States
Dublin	Irish Republic
Durban	South Africa
Dusseldorf	Germany
Edmonton	Canada
Florence	Italy
Floriana	Malta
Frankfurt	Germany
Freetown	Sierra Leone
Funchal	Madeira
Gaberones	Botswana
Geneva	Switzerland
Genoa	Italy
Georgetown	Guyana
Gothenburg	Sweden
Guatemala City	Guatemala
Guayaquil	Ecuador
Hague, The	Netherlands
Haifa	Israel
Halifax	Canada (Atlantic Provinces)
Hamburg	Germany
Hamilton	Bermuda
Havana	Cuba
Helsinki	Finland
Hobart	Tasmania
Honiara	Solomon Islands, British Protectorate
Honolulu	United States
Houston	United States
Istanbul	Turkey
Izmir	Turkey
Jedda	Saudi Arabia
Jesselton	Malaysia
Johannesburg	South Africa
Kabul	Afghanistan
Kaduna	Nigeria
Kampala	Uganda
Karachi	Pakistan
Katmandu	Nepal
Khartoum	Sudan
Kingston	Jamaica
Kinshasa	Democratic Republic of Congo
Kuala Lumpur	Malaysia
Kuching	Malaysia
Lagos	Nigeria
Lahore	Pakistan
La Paz	Bolivia
Las Palmas	Spain (Canary Islands)
Lille	France
Lima	Peru
Lisbon	Portugal
Lomé	Togo
Los Angeles	United States
Lourenço Marques	Mozambique (Portuguese East Africa)
Luanda	Angola (Portuguese West Africa)
Lubumbashi	Democratic Republic of Congo
Lusaka	Zambia
Lyons	France
Madras	India
Madrid	Spain
Mahé	Seychelles
Malmö	Sweden
Managua	Nicaragua
Manama	Bahrain
Manila	Philippines
Marseilles	France
Maseru	Lesotho
Melbourne	Australia
Mexico City	Mexico
Miami	United States
Milan	Italy
Monrovia	Liberia
Montevideo	Uruguay
Montreal	Canada
Moscow	U.S.S.R.
Munich	Germany
Muscat	Muscat & Oman
Naples	Italy
Nairobi	Kenya
Nassau	Bahamas
New Delhi	India
New Orleans	United States
New York	United States
Nicosia	Cyprus
Norfolk	United States
Nukualofa	Tonga
Oporto	Portugal
Osaka	Japan
Oslo	Norway
Ottawa	Canada
Palermo	Italy (Sicily)
Palma de Mallorca	Spain (Balearic Islands)
Panama City	Panama
Paris	France
Peking	China
Perth	Australia
Philadelphia	United States
Phnom Penh	Cambodia
Port-au-Prince	Haiti
Port Elizabeth	South Africa
Port of Spain	Trinidad
Portland	United States
Prague	Czechoslovakia
Pretoria	South Africa
Quebec City	Canada
Quito	Ecuador
Rabat	Morocco
Rangoon	Burma
Regina	Canada
Reykjavik	Iceland
Rio de Janeiro	Brazil
Rome	Italy
Saigon	Vietnam
St. John's	Newfoundland (Canada)
St. Louis	United States
Salonika	Greece
San Francisco	United States
San José	Costa Rica
San Juan	Puerto Rico (U.S.A.)
San Salvador	El Salvador
Santa Cruz (Teneriffe)	Spain (Canary Islands)
Santiago	Chile
Santo Domingo	Dominican Republic
Sao Paulo	Brazil
Seattle	United States
Seoul	Korea
Seville	Spain
Sofia	Bulgaria
Stanley	Falkland Islands
Stockholm	Sweden
Strasbourg	France
Stuttgart	Germany
Suva	Fiji Islands
Sydney	Australia
Tamsui	Formosa
Tananarive	Malagasy Republic
Tangier	Morocco
Tarawa	Gilbert and Ellice Islands
Tegucigalpa	Honduras
Tehran	Iran
Tel Aviv	Israel
Teneriffe	Canary Islands (Spain)
The Hague	Netherlands
Thorshavn	Faroe Islands (Denmark)
Tokyo	Japan
Toronto	Canada
Tripoli	Libya
Tunis	Tunisia
Turin	Italy
Ulan Bator	Mongolia

Place	Country	Place	Country	Place	Country
Valencia	Spain	Warsaw	Poland	Yaoundé	Federal Republic of Cameroon
Vancouver	Canada	Washington	United States		
Venice	Italy	Wellington	New Zealand		
Vienna	Austria	Windhoek	South West Africa	Zagreb	Yugoslavia
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Board of Trade Regional Controllers

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers, and the addresses, Subscriber Dialling Codes and Telex Numbers of the Regional Offices of the Department, and of the Ministry of Commerce, Northern Ireland, are given below.

Northern Region
Cumberland, Durham, Northumberland, Westmorland and the North Riding of Yorkshire.
R. Wood, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TJ. (Tel. Newcastle 27575. Code: 0632 27575, TELEX 53178, Answer Back - BOT NTYNE).
Sub-Office for Cumberland and Westmorland;
J. Gardiner, Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9).

Yorkshire and Humberside Region
The East and West Ridings of Yorkshire, the City of York; Lincolnshire. (Parts of Lindsey only.)
E. Atherton, City House, New Station Street, Leeds, 1. (Tel. Leeds 38232. Code: 0532 38232. TELEX 55472, Answer Back - ECONPLAN LDS).

North Western Region
Cheshire, the High Peak District of Derbyshire (viz., the boroughs of Buxton and Glossop; the urban districts of New Mills and Whaley Bridge; the rural district of Chapel-en-le-Frith), Lancashire.
N. S. Belam, Sunley Building, Piccadilly Plaza, Manchester, 1. (Tel. Manchester Central 2171. Code: 061. CEN 2171. TELEX 66104, Answer Back - BOT MCHR).

Midland Region
Derbyshire, except the High Peak District (see under North Western Region), Herefordshire, Leicestershire, Parts of Lincolnshire (Holland and Kesteven and the County Borough of Lincoln), Northamptonshire, Nottinghamshire, Rutland, Shropshire, Staffordshire, Warwickshire and Worcestershire.
J. F. J. Jardine, Five Ways House, Islington Row, Birmingham, 15. (Tel. Birmingham Midland 8221. Code: 021. 643 8221. TELEX 33702, Answer Back - BOT BHAM).

Eastern Region
Bedfordshire, Berkshire, Buckinghamshire, Cambridgeshire and the Isle of Ely, Essex, Hertfordshire, Huntingdon and Peterborough, Norfolk, Oxfordshire and Suffolk.
F. Lacey, Cromwell House, Dean Stanley Street, London, S.W.1 (Tel. 01-828 6271. TELEX 25991, Answer Back - BOTCROMWELL LDN).

London and South Eastern Region
Greater London Council administrative area; Dorset (Poole MB only), Hampshire (including the Isle of Wight), Kent, Surrey and Sussex.
J. W. Stoodley, Cromwell House, Dean Stanley Street, London, S.W.1 (Tel. 01-828 4355. TELEX 25991, Answer Back - BOTCROMWELL LDN).

South Western Region
Cornwall (including the Isles of Scilly), Devon, Dorset (excluding Poole MB), Gloucestershire, Somerset and Wiltshire.
L. I. Macbeth, The Pithay, Bristol 1.
(Tel. Bristol 21071. Cole: 0272 21071. TELEX. 44214. Answer Back - BOT BRISTOL).

Wales
The whole of Wales and Monmouthshire.
I. Gray, Government Buildings, Gabalfa, Cardiff, CF4 4YL. (Tel. Cardiff 62151. Code: 0222. 62151. TELEX. 49267, Answer Back - BOT CARDIFF).
North Wales District Office: J. W. Lewis, Government Buildings, Dinerth Road, Colwyn Bay, Denbighshire. (Tel. 0492 44261).

Scotland
The whole of Scotland.
P. J. L. Homan, 314 St. Vincent Street, Glasgow, C.3 (Tel. Glasgow City 2855. Code: 041. CIT 2855. TELEX 77583, Answer Back - BOT GLASGOW).
District Office: R. Forsyth, 29a High Street, Inverness. (Tel. Inverness 30867. Code: 0463 30867).

Northern Ireland
H. E. Jones, CBE, Ministry of Commerce (Northern Ireland), 21 Linenhall Street, Belfast. BT2 8BY. (Tel. Belfast 34488. Code: 0232. 34488. TELEX. 74578, Answer Back - GOVNI BELFAST).

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